

CONVENTION NUMBER

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# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed.

## AMARILLO, TEX.

Barly Grain & Elev. Co., whol. grain, hay, seed.

## ATCHISON, KANS.

Blair Elevator Co., receivers and shippers.  
Corn Belt Grain Co., grain and mill feed.  
Washer Grain Co., S. R., receivers and shippers.

## ATLANTA, GA.

Gregg & Son, J., wholesale brokers, grain, hay.\*

## AUGUSTA, GA.

Lamb & Hollingsworth, flour, grain, provisions.

## BALTIMORE, MD.

Chamber of Commerce Members.  
Baltimore Commission Co., grain commission.  
Blackburn & Co., C. P., grain recvrs., exporters.\*  
Clark & Sons, Thos. S., grain receivers.\*  
England & Co., Chas., grain, hay.\*  
Fahey & Co., John T., grain receivers and expts.\*  
Frame Knight & Co., commission merchants.  
Gill & Fisher, receivers and shippers of grain.  
Hax & Co., G. A., grain, hay, seeds.\*  
Hessner & Son, Gustav, grain, seeds, hay.  
Jones & Co., H. C., grain and hay.\*  
Kirwan Bros. Grain Co., grain and hay.\*  
Lederer Bros., grain receivers.\*  
Manger & Co., J. A., grain, seeds, hay.\*  
Muller Co., Louis, receivers and exporters.\*  
Pitt Bros. & Co., receivers and exporters.\*  
Robinson & Jackson, grain receivers.\*  
Steen & Bro., E., hay & grain.\*

## BATTLE CREEK, MICH.

McLane, Swift & Co., grain buyers.\*

## BERNE, IND.

Egty, C. G., grain, hay and seeds.

## BINGHAMTON, N. Y.

Empire Grain & Eltr. Co., grain feed shippers.

## BLACKWELL, OKLA.

Beutke Bros., hay, grain and alfalfa meal.

## BLOOMINGTON, ILL.

Baldwin Grain Co., brokers.  
Hasenwinkle Grain Co., brokers.  
Slick & Co., L. E., buyers and shippers.

## BOSTON, MASS.

Chamber of Commerce Members.  
Bensaquin, Matthew D., grain, brokerage, com'n.  
McLean Alpine Co., The, hay and grain.  
Banlet Co., The D. W., grain and millfeed.  
Ronald, Thos., grain broker, export and domestic.

## BOURBON, IND.

Dolp Grain Co., E. E., grain and mill feeds.

## BOZEMAN, MONT.

Benepe-Berglund Grain Co., Mont., oats & barley.

## BUFFALO, N. Y.

Corn Exchange Members.  
Alder-Stofer Grain Co., grain commission.\*  
Buffalo Cereal Co., grain.\*  
Churchill Grain & Seed Co., buyers, shippers.\*  
Eastern Grain Co., grain commission.\*  
Electric Grain Elevator Co., receivers and shippers.  
Harold, A. W., grain, barley a specialty.  
Heathfield, W. G., strictly commission.  
Irwin, Dudley M., barley.\*  
Pratt & Co., grain commission.\*  
Spann Grain Co., O. G., gm. com., bar'y a spec'ity.  
Townsend-Ward Co., grain commission.\*  
Waters, Henry D., grain commission.  
Whitney Eckstein Seed Co., seeds.

## BUSHNELL, ILL.

Cole, G. W., grain broker.

## CAIRO, ILL.

Board of Trade Members.  
Antrim & Co., H. S., receiver and shipper.\*  
Halliday Elevator Co., corn, oats.\*  
Halliday Mfg. Co., H. L., soft, red winter wheat.  
Magee Grain Co., grain.\*  
Thistlewood & Co., grain and hay.

## CEDAR RAPIDS, IA.

Cedar Rapids Grain Co., receivers and shippers.

## CHAMPAIGN, ILL.

Baldwin & Co., H. L., grain brokers.  
Edwards, A. H., grain broker.  
Tankersley & Co., grain brokers.

## CHICAGO, ILL.

Board of Trade Members.  
Anderson & Co., W. P., receivers & shippers.\*  
Armour Grain Co., grain buyers.\*  
Bailey & Co., E. W., grain commiss'n merchants.\*  
Barrall & Co., Finley, grain, stocks, provisions.\*  
Bennett & Co., Jas. E., receivers, shippers.\*  
Carhart-Code-Harwood Co., grain commission.  
Delany, Frank J., commission merchant.  
Dickinson Co., The Albert, seeds.\*  
Dole & Co., J. H., grain and seeds.\*  
Elmore, Squire & Co., receivers and shippers.  
Fitch & Co., Walter, W. K. Mitchell, Mgr.\*  
Fraser Co., W. A., grain commission.\*

## CHICAGO—Continued.

Freeman & Co., Henry H., grain, hay, straw.  
Gerstenberg & Co., grain, seeds.\*  
Griffin & Co., J. P., grain commission.  
Hately Bros., grain and provisions.\*  
Holt & Co., Lowell, commission, grain and seeds.  
Hooper Grain Co., receivers, shippers.\*  
Kempner Co., Adolph, grain consignments.  
Lamson Bros. & Co., consignments solicited.\*  
Mann, G. S., seed bkr., field seeds, poultry grain.  
McKenna & Rodgers, commission merchants.\*  
Merrill & Lyon, commission merchants.\*  
Merritt Co., W. H., grain, seeds.\*  
Mumford & Co., W. R., hay & grain commission.  
Nash-Wright Grain Co., grain, prov., seeds.  
Paynter, H. M., grain and field seeds.  
Perrine & Co., W. H., grain and commission.  
Press & Co., W. G., grain, provisions, stocks, etc.  
Rang & Co., Henry, grain commission.  
Requa Brothers, grain commission.\*  
Rogers & Bro., H. W., grain and seeds.  
Rogers Grain Co., buyers and shippers.  
Rosenbaum Bros., receivers, shippers.\*  
Runsey & Company, grain commission.\*  
Sawyer Grain Co., grain commission.\*  
Schiffin & Co., P. H., commission.\*  
Shaffer & Co., J. C., buyers and shippers.\*  
Sincere & Co., Chas., N. Y. stocks, Chicago grain.  
Somers, Jones & Co., grain and field seeds.\*  
Thayer & Co., Clarence H., commission.  
Uppike Commission Co., grain commission.\*  
Wagner Co., B. W., receivers and shippers.\*  
Ware & Leland, grain, seeds.  
Wilson & Co., B. S., grain commission.  
Wright & Co., Jno. F., commission merchants.

## CHICKASHA, OKLA.

Farrington, J. E., Seed House, seed corn.

## CINCINNATI, O.

Chamber of Commerce Members.  
Allen & Munson, grain, hay, flour.\*  
Bender, A., grain, brokerage & Com'n.  
Brown & Co., W. L., consignments.  
Cincinnati Grain Co., commission merchants.  
Early & Daniel Co., grain and hay.\*  
Ellis & Fleming, grain and hay.\*  
Gale Bros. Co., grain, hay, feed.\*  
Gray, Ralph, receiver & shipper.  
Loudon & Co., grain commission.  
Richter Gr. Co., grain, hay, flour and feed.  
Trent Milling Co., receivers & shippers.  
Van Leunen & Co., Paul, grain consignments.  
Whitcomb & Root, hay, grain and mill feed.

## CLEVELAND, O.

Abel Bros., hay, grain, feed.  
Bailey, E. L., grain and millfeed.\*  
Bennett, W. A., receivers grain, hay & millfeed.  
Cleveland Grain Co., The, receivers and shippers.\*  
Gates Elevator Co., grain, hay, straw.\*  
Sheets Bros. Eltr. Co., The, grain, hay, straw.  
Star Eltr. Co., receivers, grain, hay, straw.  
Strauss & Co., H. M., grain, seeds, hay.\*  
Union Elevator Co., grain, hay and salt.\*

## COLORADO SPRINGS, COLO.

Seldomridge Grain Co., grain dealers.

## COLUMBUS, O.

Board of Trade Members.  
Felty, A., track buyer & shipper, grain & hay.  
Scott & Woodrow Co., carlot shippers grain & hay.  
Stritmatter, Edward, grain merchant.

## CRAWFORDSVILLE, IND.

Crabbs-Keynolds-Taylor Co., grain, seeds.\*

## CROWLEY, LA.

Lawrence Bros. Co., Ltd., grain, seed and feed.

## CUMBERLAND, MD.

Board of Trade Members.  
Marley & Co., grain and hay distributors.

## DALLAS, TEX.

Moss, C. L., buyer and ship'r, grain, hay, millfeed.

## DANVILLE, ILL.

McConnell, R. B., grain dealer.

## DAVENPORT, IOWA.

Rothschild Grain Co., D., grain merchants.\*

## DECATUR, ILL.

Baldwin & Co., H. L., grain brokers.

## DENVER, COLO.

Ady & Crowe Mercantile Co., grain, hay.\*  
Crescent Mill & Eltr. Co., flour and grain.  
Longmont Farmers Mill & Eltr. Co., flour, grain.  
Scott, E. E., broker grain, cottonseed meal, bags.  
Thompson Merc. Co., W. F., hay and grain.

## DES MOINES, IA.

Lockwood Grain Co., B. A., grain & millfeeds.

## DETROIT, MICH.

Board of Trade Members.  
Dumont, Roberts & Co., receivers, shippers.\*  
Hart Grain Co., recvs. & shippers, grain beans.  
Hobart, H. M., grain, hay and millfeeds.\*  
Lapham & Co., J. S., recvs. & shippers of grain.\*  
Simmons & Co., F. J., grain recvs. & shippers.\*

## DILLON, MONT.

Dillon Grain Co., grain, flour, feed and hay.

## DIXON, ILL.

Forrest Utley Co., grain, millfeed and screenings.

## EL RENO, OKLA.

El Reno Mill & Eltr. Co., grain buyers & shippers.

## EVANSVILLE, IND.

Small & Co., W. H., field seeds, grain and hay.

## FAIRBURY, ILL.

Keller, Emil, grain broker and track buyer.

## FORT WORTH, TEX.

Board of Trade Members.  
Kolp, E. R. & D. C., grain and seed dealers.\*  
Terminal Grain Co., receivers, shippers.  
Werner Wilkens Grain Co., receivers & shippers.

## FRANKFORT, IND.

Frank & Co., Wm., grain brokers.

## GALVESTON, TEX.

Board of Trade Members.  
Fordtran, J. S., grain commission merchant.  
Jockusch, Davison & Co., grain, hay exporters.  
Wisrodt Grain Co., wholesale grain eltr. facilities.

## GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.\*

## HARRISBURG, PA.

Harrisburg Feed & Gr. Co., grain, feed, hay.

## INDIANAPOLIS, IND.

Board of Trade Members.  
Bassett Grain Co., grain merchants.\*  
Boyd, Bert A., The Indianapolis commission man.  
Coppock, J. F., grain and hay, car lots.\*  
Capitol Grain Co., grain commission.  
Hoewler Grain Co., specialty yellow corn.  
Jackson Grain Co., Cary, receivers & shippers.  
Jordan & Montgomery Co., wholesale grain.  
Kinney Grain Co., H. E., receiver and shipper.\*  
Minor, B. B., grain consignments solicited.  
Mutual Grain Co., grain commission.  
Stebbins-Witt Grain Co., commission & brokerage.

## JACKSON, MICH.

Sheldon, Willis E., track buyer of grain.\*  
Stockbridge Elevator Co., grain, beans, hay.\*

## JACKSONVILLE, FLA.

Wigge & Co., W. A., hay, grain and mill stuffs.\*

## JACKSONVILLE, TEX.

Reinhardt & Co., grain, flour, hay and feed.

## KANSAS CITY, MO.

Board of Trade Members.  
Adams Commission Co., receivers and shippers.  
Beach Grain Co., grain commission.  
Benton Grain Co., screenings and seeds.  
Christopher & Co., B. C., grain and seeds.\*  
Davis & Co., A. C., grain commission.\*  
Ernst-Davis Grain Co., commission.\*  
Fisher Corn Co., E. D., grain commission.\*  
Goffe & Carkeener, recrs. and shippers of grain.\*  
Gregg Grain Co., Mason, commission merchants.  
Hinds & Lint Grain Co., receivers, shippers.  
Lichtig Gr. Co., Henry, screenings, kafir corn, feed.  
Logan Bros. Grain Co., grain commission.\*  
Moore-Seaver Grain Co., receivers and shippers.\*  
Moore-Lawless Grain Co., grain receivers.  
Murphy Grain Co., strictly commission.\*  
Norris Grain Co., grain merchants and exporters.  
Roehen-Cary Grain Co., grain, flour, millfeed.\*  
Steele & Co., H. H., grain and seeds.\*  
Thresher Fuller Grain Co., grain commission.\*  
Vanderslice-Lynds Co., grain commission.

## KENTLAND, IND.

McCray, Morrison & Co., track buyers.\*

## LA FAYETTE, IND.

Heinmiller, F. G., track buyer of grain.

## LINCOLN, NEB.

Lincoln Grain Co., receivers, shippers.

## LITTLE ROCK, ARK.

Gordy Co., C. L., grain and millfeed brokers.

Hayes Grain & Com. Co., grain, hay, millfeeds.

## LOUISVILLE, KY.

Board of Trade Members.  
Bingham-Hewett Grain Co., recrs. & shprs. grain.\*  
Brandels & Son, A., receivers & shippers of grain.  
Callahan & Sons, grain.\*  
Edinger & Co., grain, hay, flour.  
Farmer & Sons, Oscar, hay and grain.  
Fruechtenicht, Henry, grain & hay.  
Schuff & Co., A. C., grain & hay.  
Thomson & Co., W. A., corn, oats & rye.  
Verhoeff & Co., H., receivers and shippers grain.\*  
Zorn & Co., S., grain.\*

## LYNCHBURG, VA.

Moon & Le Grand, grain and hay brokers.  
Owen & Jennings, brokers.

## MCGREGOR, TEX.

McGregor Mfg. & Gr. Co., Sante Fe, gra., seeds.



## Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed.

### MEMPHIS, TENN.

**Merchants Exchange Members.**  
Brown & Co., W. P., wholesale grain & hay.\*  
Buxton, E. E., broker and commission merchant.  
Davis & Andrews Co., grain dealers.\*  
Horton, J. B., & Co., grain and hay commission.\*  
Jones, Lee D., grain and hay commission.\*  
Jones & Rogers, grain dealers.\*  
McLaughlin Coal & Grain Co., grain and hay.\*  
Moon & Co., W. D., receivers and shippers.  
Patteson & Co., G. E., receivers and shippers.\*  
Ratner, Connell & McFadden, grain, hay, millfeed.  
Wade & Sons, John, grain, hay and commission.\*  
Webb & Maury, grain and hay.\*  
Wyatt, E. W., grain and millfeed broker.

### MERCER, MO.

Alley Grain Co., oats, corn, wheat, seeds.\*

### MIDDLE POINT, OHIO.

Pollock Grain Co., grain, hay and straw.

### MILWAUKEE, WIS.

**Chamber of Commerce Members.**  
Bartlett & Son Co., L., grain commission.  
Bell & Co., W. M., grain and seeds.\*  
Courtteen, S. G., field seeds.  
Deutsch Co., Herman, shippers grain, flour, feed.  
Farg & Taylor, grain merchants.\*  
Franke Grain Co., grain and feed.  
Johnstone & Templeton, grain commission.  
Kamm & Co., P. C., barley and rye.\*  
Lauer & Co., J. V., grain commission.  
Mereness & Potter Co., grain commission.  
Owen & Brother Co., grain commission.  
Owen & Co., O. C., grain commission merchants.  
Rankin & Co., M. G., shippers, corn, oats, barley.  
Rialto Elvtr. Co., grain receivers & shippers.  
Stacks & Kellogg, grain merchants.  
Wissbeck-Grunwald Co., grain and feed.

### MINNEAPOLIS, MINN.

**Chamber of Commerce Members.**  
Benson-Newhouse-Stabeck Co., grain commission.  
Brown & Co., E. A., commission.  
Cargill Commission Co., grain commission.  
Carter, Sammis & Co., grain commission.  
Davies & Co., F. M., grain commission.  
Fraser-Smith Co., grain commission.  
Gatchell-Tanton Co., grain commission.  
Gould Elevator Co., grain merchants.  
Hankinson & Co., H. L., grain commission.  
Marfield Grain Co., grain commission.  
McCaull Dinsmore Co., consignments solicited.\*  
Minneapolis Seed Co., field seeds.  
Munin, George W., strictly grain commission.  
Nye, Jenks & Co., grain commission.  
Poehler Company, H., grain commission.\*  
Quinn Shepherdson Co., grain commission.  
Riheldaffer Co., J. H., grain commission merchants.  
Van Dusen-Harrington Co., grain merchants.\*  
Welch Co., E. L., grain commission.  
Wernli-Anderson Co., grain commission.

### MONROE, O.

Kyle & Rodgers, buyers and shippers of grain.

### MONTGOMERY, ALA.

Dahlberg Brokerage Co., Inc., brokers and dealers.

### NASHVILLE, TENN.

**Grain Exchange Members.**  
Hughes Warehouse & Eltr. Co., grain.  
Rose, Caswell E., corn, oats, hay.

### NEWARK, N. J.

Smith & Wallace Co., J. C., receivers, shippers.

### NEW CASTLE, PA.

Hamilton, C. T., buyer & shipper grain, feeds, hay.

### NEW ORLEANS, LA.

**Board of Trade Members.**  
Benedict Com. Co., Ltd., rcvrs, shippers, expts hay & gr.  
Langenberg Hay & Grain Co., hay, grain, millfeeds.

### NEW YORK CITY.

**Produce Exchange Members.**  
Cushing & Brandt, grain commission, buyers.\*  
Forbell & Co., L. W., grain commission.  
Morey Co., L. A., grain brokers.\*  
Robinson, G. B., Jr., grain and millfeeds.

### NORFOLK, VA.

Cofer & Co., J. H., wholesale grain.  
Scott & Co., Inc., S. D., wholesale hay & grain.

### OGDEN, UTAH.

Smurthwaite Co., C. A., rcvrs. & shpr., gr. & hy.

### OKLAHOMA CITY, OKLA.

Hanna Grain Co., grain, hay, seeds, alfalfa meal.  
Kolp, E. R. & D. C., grain and seed dealers.  
Perkins, W. L., grain and seed dealers.  
Robey Grain Co., R. E., grain broker.

### OMAHA, NEB.

**Grain Exchange Members.**  
Beal-Vincent Grain Co., receivers, shippers.\*  
Cavers Elevator Co., receivers and shippers.\*  
Crowell Lumber & Grn. Co., rcvrs., shippers.\*  
Holmquist Eltr. Co., receivers and shippers.  
Huntley Com. Co., receiver and shipper of grains.  
Hynes Grain Co., receivers and shippers of grain.  
Imperial Mfg. Co., grain consignments.  
Merriam Commission Co., consignments.  
Missouri Valley Elvtr. Co., grain merchants.  
Middle-West Elevator Co., receivers and shippers.  
Nebraska-Iowa Grain Co., receivers & shippers.\*  
Omaha Elevator Co., receivers, shippers.\*  
Roberts Grain Co., grain commission.  
Saunders-Westrand Co., shippers of grain.  
Taylor Grain Co., receivers and shippers.\*  
Thresher, E. R., grain broker.  
United Grain Co., grain commission.  
Weekes Grain Co., receivers and shippers of grain.  
Welsh Grain Co., grain and hay commission.

### PENSACOLA, FLA.

Bonacker Bros., brokers, grain, hay and millfeed.\*

### PEORIA, ILL.

**Board of Trade Members.**  
Arnold & Co., F. W., grain consignments solicited.  
Buckley, Pursley & Co., grain and seeds.\*  
Dewey & Sons, W. W., grain commission.  
Feltman, C. H., grain commission.  
Miles, P. B. & C., grain commission.\*  
Rumsey, Moore & Co., grain receivers.\*  
Tyng, Hall & Co., grain commission.\*

### PERRY, OKLA.

Perry Mill Co., wholesale dealers in grain.

### PHILADELPHIA, PA.

**Commercial Exchange Members.**  
Baringer, M. F., grain and millfeed.\*  
Brazier, W. P., Mgr., Finley Barrell & Co.  
Delp Grain Co., E. E., grain and millfeeds.\*  
Dunwoody Co., Ezl., flour, grain, feed.\*  
Lemont & Son, E. K., hay, grain millfeed.\*  
Miller & Sons, L. F., grain, seeds, hay.\*  
Pultz & Co., J. B., grain and feed.\*  
Richardson Bros., grain, flour, millfeeds.\*  
Rogers & Co., E. L., grain, hay.\*  
Standard Hay & Grain Co., grain, hay & straw.  
Stites, A., Judson, grain and millfeed.

### PIQUA, OHIO.

Kress Co., The Harry W., track buyers, gr. & hay.\*

### PITTSBURG, PA.

**Members Grain and Flour Exchange.**  
Elwood & Co., E. D., hay and grain.  
Foister, C. A., grain, hay, feed.\*  
Geidel & Dickson, grain and hay.  
Hardman & Heck, grain, hay and millfeed.  
Heck & Co., W. F., grain, hay and millfeed.  
Herb Bros. & Martin, grain, hay and feed.  
McCaffrey's Sons Co., Daniel, hay, grain, millfeed.  
McCague, R. S., grain, hay.\*  
Smith & Co., J. W., grain, hay, feed.  
Stewart, D. G., & Geidel, grain, hay and feed.  
Walton Co., Sam'l., grain and hay.

### PLAINVIEW, TEX.

Cobb & Elliott Grain Co., grain, seeds, coal, etc.

### PUEBLO, COLO.

Cessna Gr. & Flour Co., P. A., grain, hay & flour.  
McClelland Mct'l I. & R. Co., grain, hay & feed.

### RICHMOND, VA.

Fairbank & Co., S. G., grain, hay, seeds.

### SAN ANTONIO, TEXAS.

Lupton, R., whol. grain & cottonseed products.

### SIOUX CITY, IOWA.

**Board of Trade Members.**  
Fahlenkamp Grain Co., A., grain commission.  
Fields & Slaughter Co., grain, hay and feed.  
Interstate Grain Co., buyers and shippers.

### ST. JOSEPH, MO.

Gordon Comm. Co., T. P., grain dir. and broker.\*

### ST. LOUIS, MO.

**Merchants Exchange Members.**  
Adams Commission Co., G. A., grain commission.  
Botto Grain Co., Jao. V., receivers & shippers.  
Carlisle Comm. Co., S. S., receivers and shippers.  
Connor Bros. & Co., grain.\*  
Eaton, McClellan Com. Co., grain, seeds and hay.  
Goffe & Carkener Co., grain commission.\*  
Green Commission Co., W. L., grain.\*  
Kennedy Grain Co., receivers, shippers.  
Langenberg Bros. & Co., grain and hay.  
McClelland & Co., F. M., grain and hay.  
Morton & Co., grain, hay and seeds.  
Mullally Com. Co., John, grain, hay, seeds.\*  
Nanson Commission Co., grain commission.\*  
Pendleton Grain Co., grain merchants.  
Picker & Beardsley Com. Co., grain & grass seed.\*  
Powell & O'Rourke, receivers, shippers.\*  
Toberman, Mackey & Co., consignments solicited.

### TERRE HAUTE, IND.

Kuhn & Co., Paul, receivers and shippers.\*

### TOLEDO, O.

**Produce Exchange Members.**  
DeVore & Co., H. W., grain and seeds.  
Goemann Grain Co., grain buyers.\*  
King & Co., C. A., grain, clover seed.\*  
Southworth & Co., grain commission.\*  
The Toledo Field Seed Co., clover, timothy.  
Wickenhiser & Co., John, rcvrs. & shippers. of gr.  
Zahn & Co., J. F., grain, seeds.\*

### TOPEKA, KAN.

Jolley & Blanchard, grain merchants.

### TORONTO, ONT.

Steele, Briggs Seeds Co., Ltd., field seeds.

### TRINIDAD, COLO.

Bancroft-Marty Feed & Produce Co., hay & grain.

### TYRONE, PA.

Miller's Sons, John H., receivers and shippers.

### WASHINGTON, D. C.

Anderson, E. M., grain brokers and millers agent.  
Clifton & Co., C. E., flour, grain and hay.  
Craig, J. V., hay and grain broker.\*

### WASHINGTON COURT HOUSE, OHIO.

Lloyd, C. E., shipper of kiln dried corn.

### WICHITA, KANS.

**Board of Trade Members.**  
Baldwin-Barr Gr. Co., receivers and shippers.  
Hastings & Co., grain brokers.  
Independent Grain Co., grain commission.  
Kelly Bros. Grain Co., commission and brokerage.  
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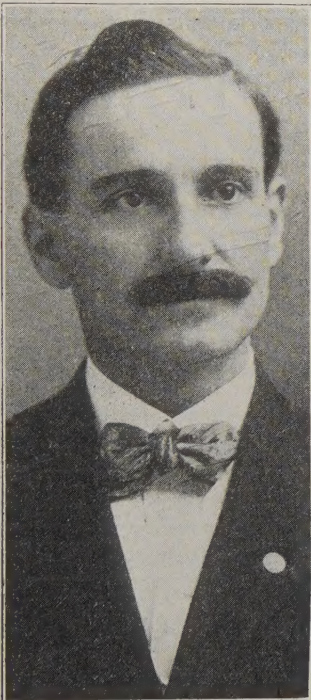
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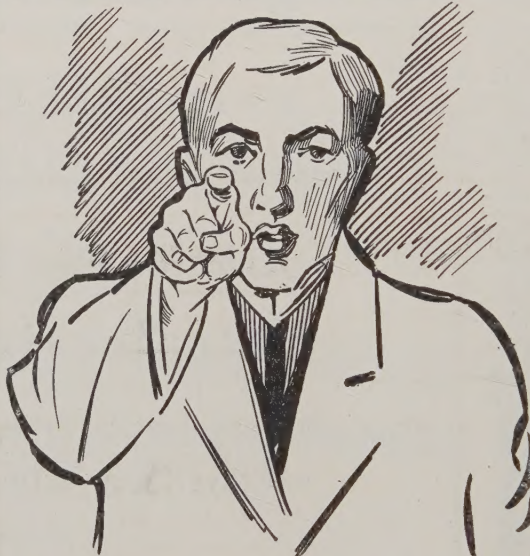
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Clark's Vest Pocket Grain Tables reduce pounds to bushels on any number of pounds from 10 to 100,000. It is printed on ledger paper in two colors, red and black. The red figures show the pounds and the black the bushels and pounds.

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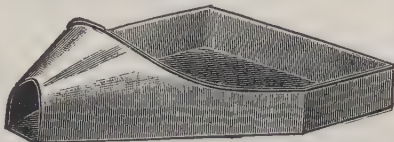
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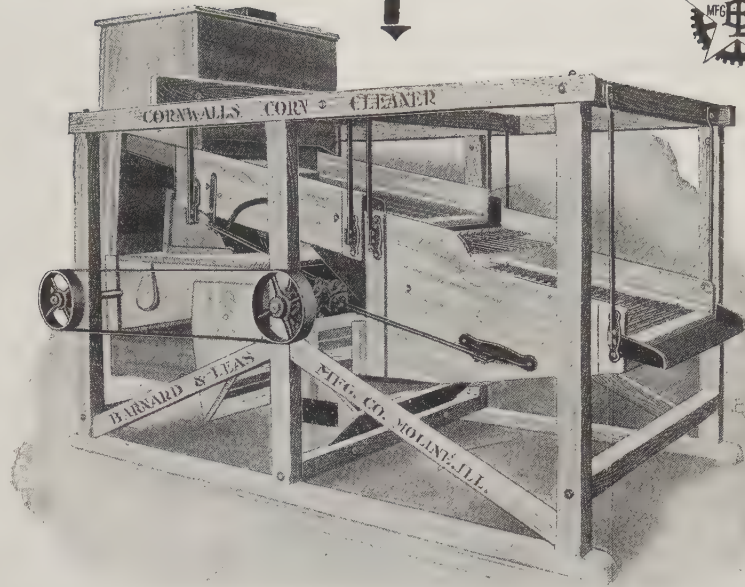
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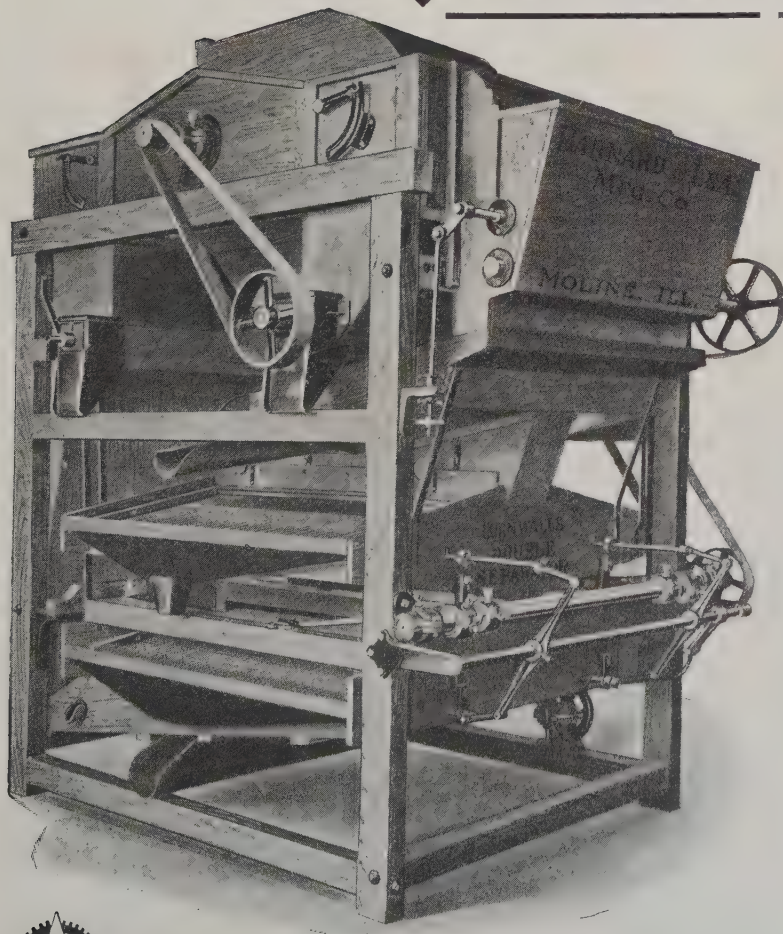
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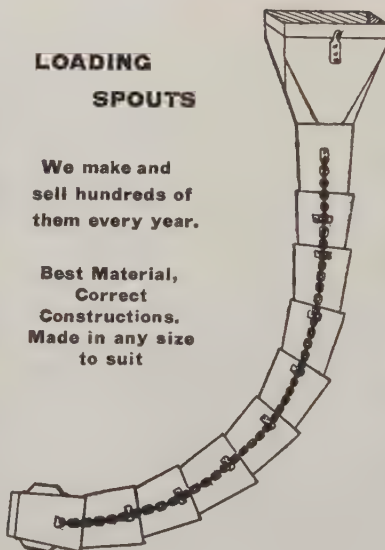
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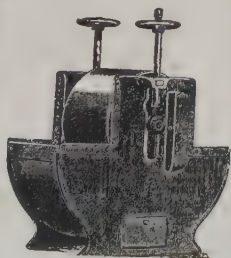
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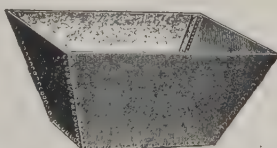
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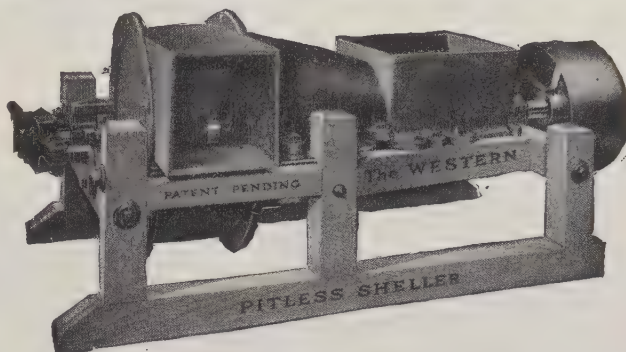
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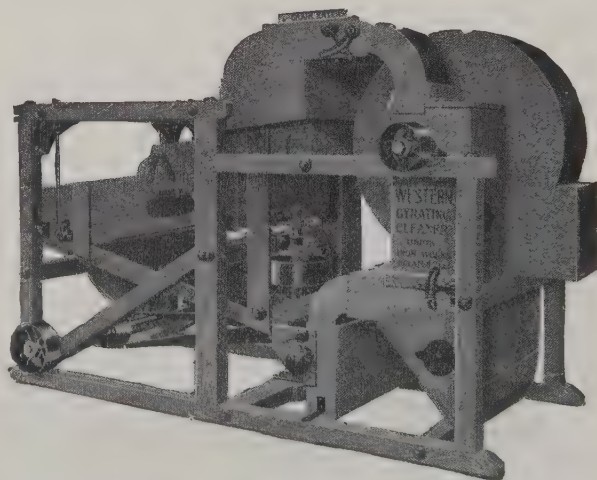


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The **Western Gyrating Cleaner** is built especially for separating corn from cobs as they come from the sheller, and also for recleaning corn and oats. It is an excellent wheat and small grain cleaner when fitted with extra screens for this purpose. Now is the time of year to install one. When you buy a **Western Gyrator**, you buy two cleaners for the price of one.



Do not overlook the fact that we manufacture a complete line of transmission machinery and equipment for the elevator. Everything from pit to cupola. Write for catalog.

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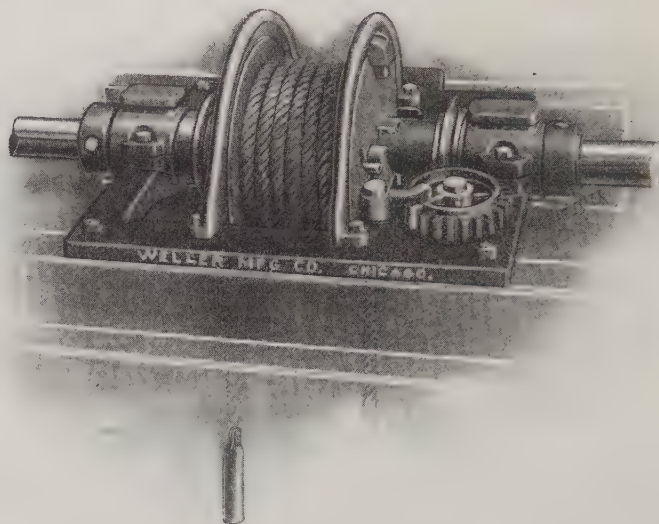


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## Power Shovel

In addition to being far more durable than ordinary types of Power Shovels, the WELLER is much better in operation having the winding drum *centrally located*—which makes right and left hand shovels unnecessary, a specially designed clutch which drives with the full surface of the jaws and reduces wear, and a worm gear in place of a chain to operate clutch.

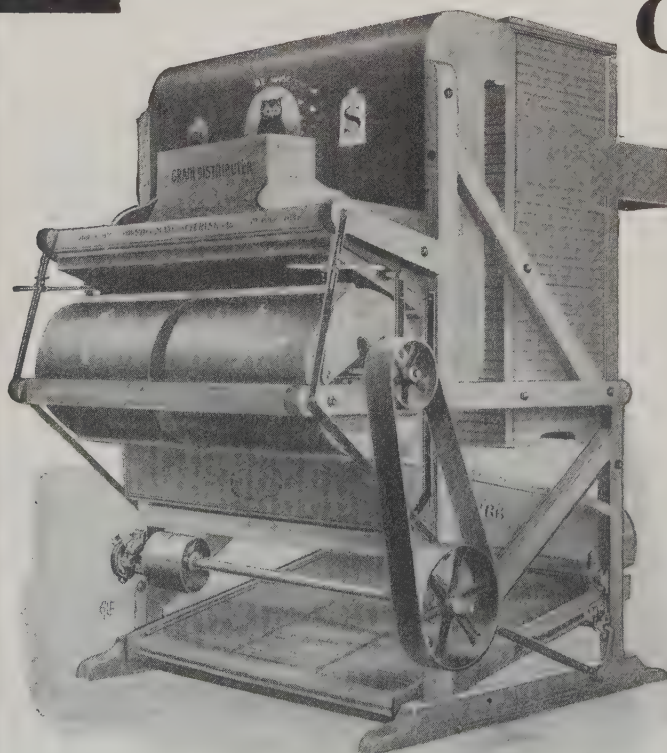
Unusual wearing qualities are assured by all vital parts being made of tool or cast steel. Write for complete description -- and for the new Weller catalog.



**Weller Mfg. Co.**

**Chicago**

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writes the Atwood-Larson Company to the Farmers' Elevator Co., of Lonetree, N. D. They further state they have never seen better wheat than that shipped them by the Lonetree Company.

This particular Durum, as well as all the grain shipped by the Lonetree Farmers' Elevator was cleaned on the

### NEW PROCESS Grain Cleaner & Separator

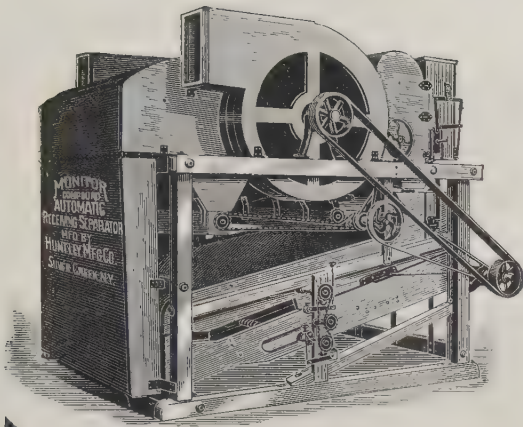
Now we are willing to ship the “New Process” to anyone interested in a cleaner on 30 days' trial and guarantee that it will separate and clean the most difficult mixture of grains better for commercial purposes than any other cleaner on the market. We will further include with our regular equipment our

### Special Seed Grain Equipment FREE

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Merriam Park, (St. Paul) Minn.





## A GRAIN CLEANER THAT TAKES CARE OF ITSELF

### WHAT THIS MEANS TO YOU

## “MONITOR” AUTOMATIC RECEIVING GRAIN CLEANER

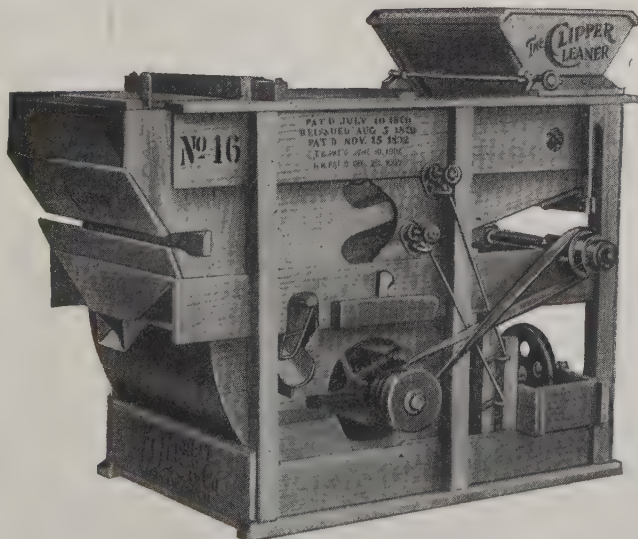
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This is a first class Cleaner of medium capacity that will make any separation that can be made on our largest and most expensive machines

It has Traveling Brushes on the screens and Special Air Controller. These two devices make it possible to separate any two kinds of seeds or grains that are not of exactly the same size or weight. The Brushes keep the screens from becoming choked and the Air Controller regulates the blast to exactly the proper strength to blow out light or blasted clover without blowing out good seed, or to blow out light or chaffy grain from the plump, heavy grain when grading for seed purposes.

*This machine is light running, well made, nicely finished and guaranteed to give satisfaction. Catalog and full description furnished on request.*

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Capacity 60,000 bushels.

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Wishing you success, I am

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You wouldn't do without a telephone because you have one and know its value. You wouldn't do without a Richardson Oat separator or Screenings machine if once you had one, because you would know its value.

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One operation gives you PERFECT separations.

The Richardson Will Make you money.  
not cost

**Grain Separator Co.**

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The quickest, strongest, surest Car Cooperage known.

It's something new—Something cheap—Something your own men can handle as easily as an expert.

*And It Saves Money.*

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**ST. LOUIS**



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Elevating  
Conveying  
Heavy  
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*"There's a Reason"*  
↓  
*Double  
Stitched  
Means  
Double Life*

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MANUFACTURERS ... CHICAGO

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## INTERNATIONAL SUGARED FEEDS

*Clean, Nutritious, Palatable Feeds*

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Is unexcelled as a milk producer. It costs less money than any other high class milk producing feed on the market today. It is worth \$15.00 to \$20.00 per ton more than bran as a milk producer and costs about the same.

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Is an excellent mixing feed, costs \$2.00 or \$3.00 per ton less than ordinary mill feeds and gives much better results.

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and we think this an excellent opportunity to present to the patrons in our immediate territory, in addition to the merits of BEMIS GOODS, our unexcelled facilities for handling your orders promptly and judiciously.

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**OMAHA, NEBRASKA.**

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Ask us about them

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And if interested, write us, and we will tell you the name and where you can go see this machinery working. See cut below.

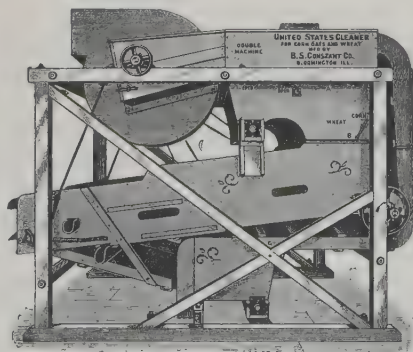
February 4, 1911.

Sirs:—The Double U. S. Cleaner we purchased of you some time ago is giving the best of satisfaction and is ahead of any cleaner I have had anything to do with, and that includes quite a number of different makes. There is but very little vibration, and I feel confident that we will not have any trouble with the Eccentric Boxes that is so common with any rapid moving Eccentric Shaft. Once thru cleans the grain ready for the car. Your arrangement for separating corn from wheat is fine, and I wonder why someone had not stumbled on to the idea long before this. I am satisfied that we will not use any other cleaner, unless you should improve on this, and I believe it impossible to get a machine that can do the work any better than this one.

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A combination of genuine satisfaction and a mutual interest for an establishment of continued patronage



**Steel and  
Concrete**

**Fireproof  
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Pockets**

**General  
Construction**

Character in an elevator—convenient arrangement—best of material and workmanship—experience in the construction of the foundation—and an extremely low cost of operation

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*Write for plans and specifications*

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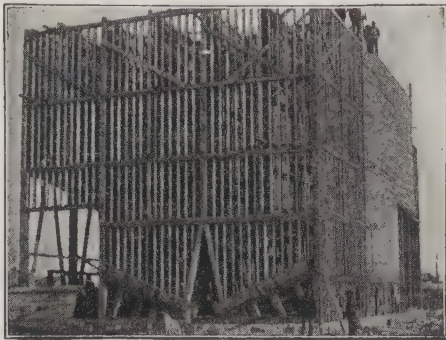
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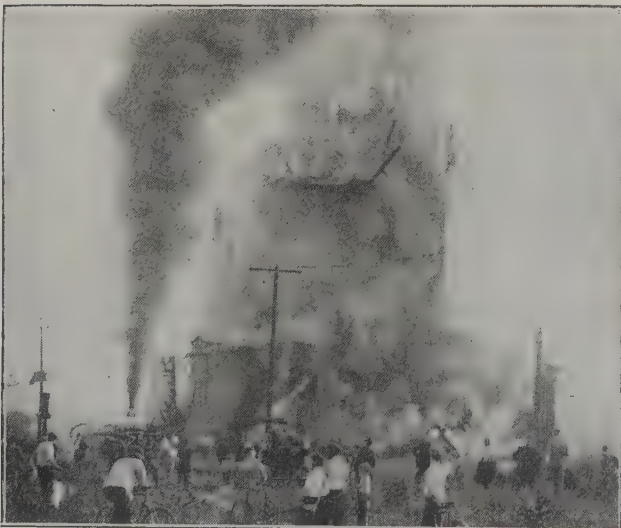
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Farmer's Grain Co., - Oakville, Ia.	Farmer's Elev. Co., Middleton, Ill.
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G. E. Sommers, - Fremont, O.	Union Grain & Coal Co., - Edgerton, Ind.
Townley Grain Co., - Townley, Ind.	

We must have proved to these men that our work was satisfactory—that our price was right, and that we were the ones to do the work. Now you write to them and convince yourself that we kept our word to the last letter.

Then write us, stating your intentions—it costs nothing, and our experienced advice will result in profit to you. Send for plans and specifications. **WRITE.**

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**Reinforced Concrete**

Built Complete in 120 Days by

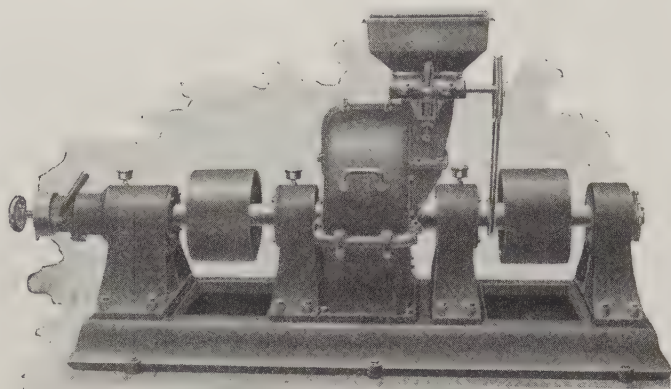
**The Barnett & Record Company**

**Minneapolis, Minn.**

**CONTRACTORS AND ENGINEERS**



# YOU CANNOT BEAT THIS COMBINATION. 30 TO 50% SAVING in POWER or a Corresponding Increase in Capacity with the Same Power.



THE MONARCH BALL BEARING ATTRITION MILL

*No Hot Bearings.*

*Will not get out of tram.*

*Requires no oiling.*

## Saving of Power Should be Your Pass Word

The Monarch Crusher is the most popular device for reducing corn and cob before grinding on Monarch Attrition Mills, Monarch French Burr Mills, Monarch Roller Feed Mills.

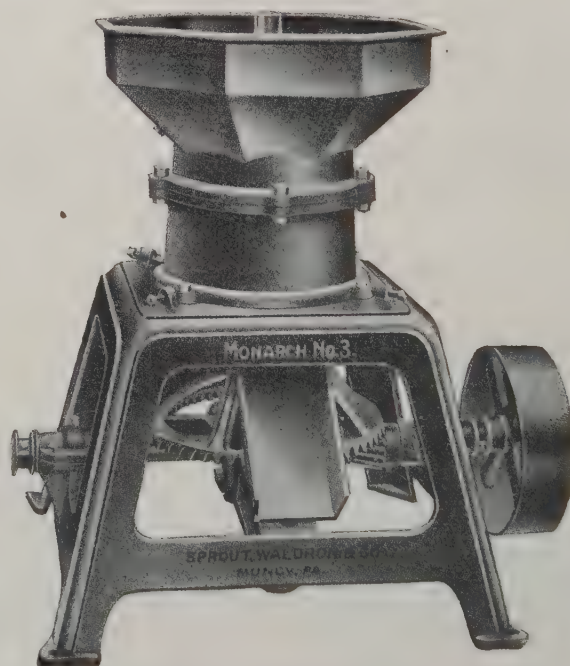
Just think of it—3 H. P. will crush 50 bushels per hour to the size of Corn Grains. You can crush on Monarch Crusher for one-third that it costs to grind. It will pay you many times over to throw away your old crusher and put in a Modern Monarch.

## Can We Convince You?

**We manufacture every kind of machinery and supplies for the Flour, Feed, Meal or Cereal Mill and Grain Elevator.**

**Ask for our Catalogs and Prices before placing your orders elsewhere. Give us a chance.**

The "Monarch" Line  
The "Monarch" Way



THE MONARCH EAR CORN AND COB CRUSHER

**Always Stands Supreme**

**SPROUT WALDRON & CO., THE MILL BUILDERS MUNCY, PA.**  
P. O. BOX 260

GENERAL WESTERN OFFICE  
Monadnock Block, Chicago, Ills.

NORTHERN OFFICE  
1208 4th St., South, Minneapolis, Minn.

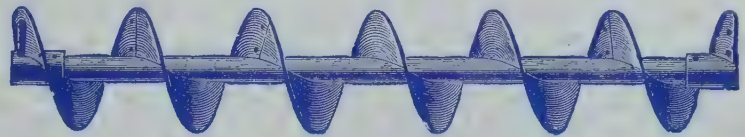
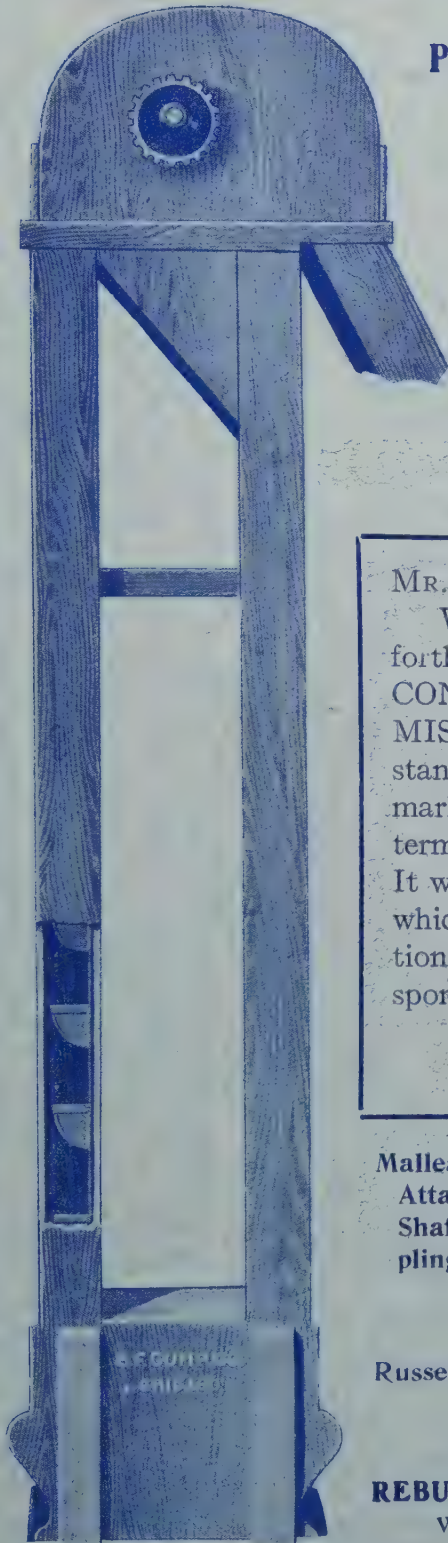
PACIFIC COAST BRANCH  
613 McKay Bldg., Portland, Ore.



# MILL AND ELEVATOR SUPPLIES

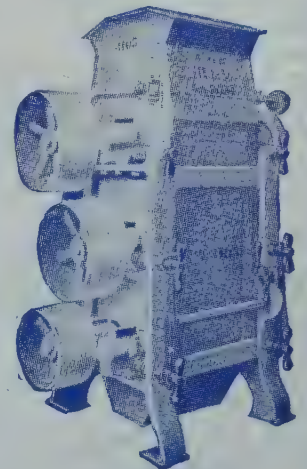
## FOR ELEVATING, CONVEYING

### AND POWER TRANSMISSION



All Sizes Standard Spiral Steel  
Conveyor, Lining, Hangers,  
Couplings, Drive Ends and Box  
Ends

Steel Grain Elevator Buckets  
Salem Cups  
Warehouse and Steel Corn  
Buckets, Malleable Iron Buckets  
Elevator Bolts



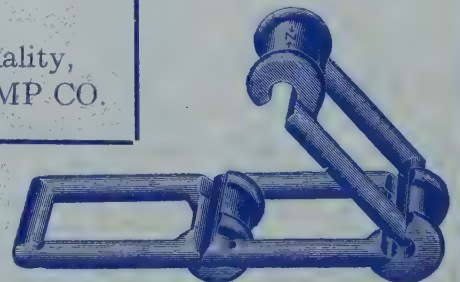
Roller Feed Mills  
Roller Mills  
Attrition Feed Mills  
Disc Feed Mills

MR. OPERATOR:

We have always endeavored to put forth on the market ELEVATING, CONVEYING and POWER TRANSMISSION APPLIANCES of the highest standard of quality for the least possible market value, thus giving you, as legally termed, "YOUR MONEY'S WORTH." It will pay you to look into our line on which we will furnish you any information cheerfully and solicit your correspondence and confidence.

Yours for Economy and Quality,  
B. F. GUMP CO.

Malleable Detachable Link Belting—  
Attachments—Sprockets—Pulleys—  
Shafting—Hangers—Collars—Cou-  
plings—Clutches



Leather—Rubber—Canvas Stitched and Cotton Belting.

#### SALES AGENTS FOR

Russell Cotton Belting—Tyler Wire Cloth—Dufour Silk Bolting Cloth.

#### BUILDERS AND MAKERS OF

Complete Elevators—Graham Motion Indicators—Feeders.

#### REBUILDERS OF FLOUR MILL AND GRAIN ELEVATOR MACHINERY

Write for "Gump Bargain Book" of Rebuilt Oat Clippers, Separators,  
Buhr Mills, Corn Shellers, Corn Crushers, Dust Collectors, etc.

Elevators of all Sizes  
and Capacities  
Furnished Complete.

Write for  
Descriptive Catalogue No. 67

Estb. 1872

# B. F. GUMP CO.

Inc. 1901

431-437 So. CLINTON ST.

CHICAGO, ILL.





## *Consider this*

In speaking of a large contract recently awarded us for our Specially Constructed Elevator Belting one of our competitors remarked—"I don't see how the Gutta Percha & Rubber Mfg. Co., got that contract." Remember every competitor used their best efforts to secure this order.

Would it be possible to say more, to write more to convince you, who are belting users, of the merits of our Elevator Belting than this acknowledgment on the part of our competitors.

THE REASON IS SIMPLE.

# Quality



# Service

We will be pleased to tell you all about the above contract if you wish to know more about our Belting.

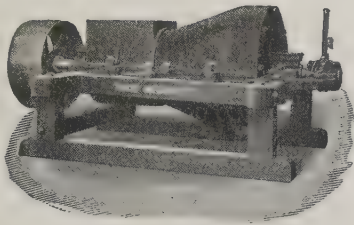
## The Gutta Percha & Rubber Mfg. Co.

NEW YORK CHICAGO BOSTON SAN FRANCISCO

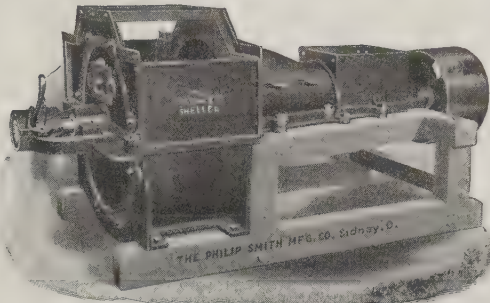




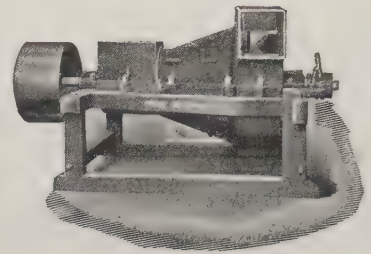
# The Sidney Line



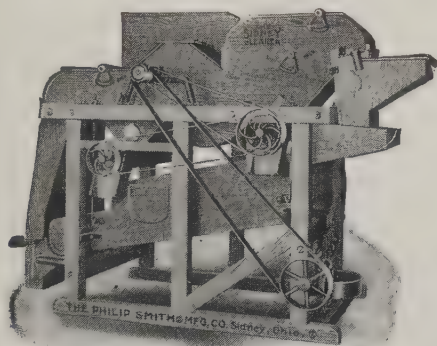
The  
**SIDNEY Regular Corn Sheller**  
With Patent Cylinder Adjustment on all  
Sidney Shellers.



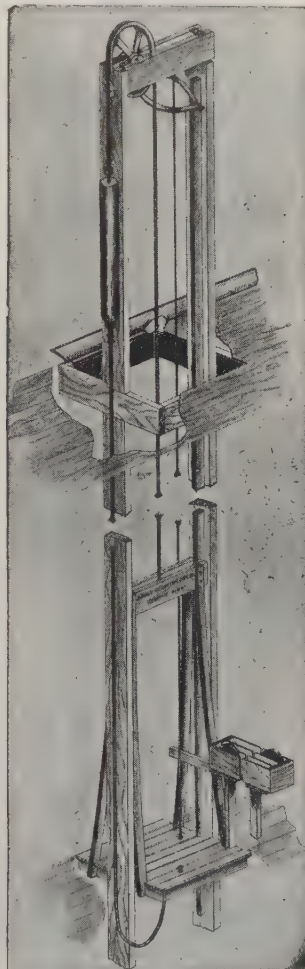
The **SIDNEY Sheller and Boot Combined**  
Patent Pending



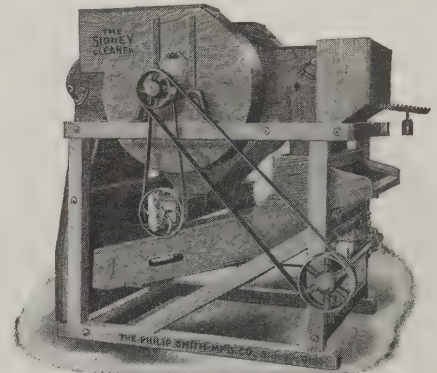
The **SIDNEY Fan Discharge  
Corn Sheller**  
Patented Dec. 1, 1908



**SIDNEY**  
**Oscillating Corn and Grain Cleaner**  
A Cleaner for all kinds of Grain



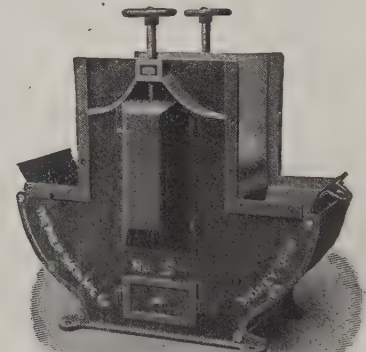
**Safety Manlifts—Decreases Insurance**



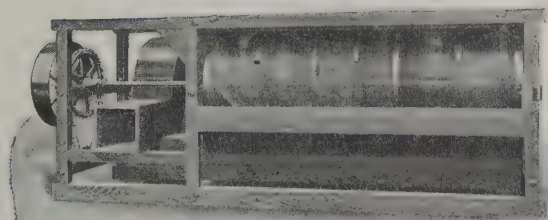
The **SIDNEY Receiving Separator for  
Wheat and Oats**  
The Sidney Cleaners are made in all sizes and  
capacities



**Wood Roller, Overhead**  
We also manufacture Drop Dumps



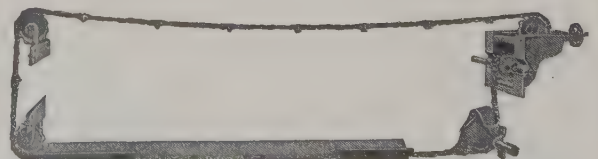
**Cast Iron and Wood Elevator Boots**



The **SIDNEY Revolving Screen Corn Cleaner**

Send for our  
Catalogue  
No. 25  
and prices

Everything  
for the  
handling  
of Grain



**Style "B" Chain Drag Feeder**  
Chain Drag Feeders with cast iron lining for bottom with or without  
wood box

**The Philip Smith Mfg. Co.** (Complete Stock at Enterprise, Kansas) **Sidney, Ohio**



## BIG CAPACITY Corn and Feed Mill

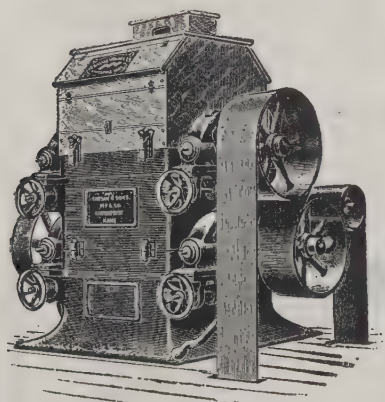
But that isn't the only advantage of this Ehrsam Two and Three-High mill. It's made of finest materials for strength and long service. Frame is all cast iron—and arranged so that rolls can easily be removed for grinding and corrugating. Don't decide on any corn and feed mill till you get all the facts about the

### EHRSAM "TWO AND THREE-HIGH"

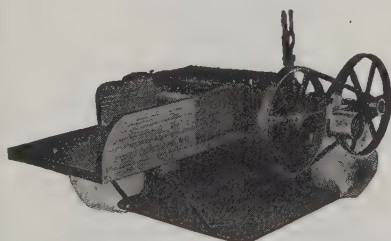
furnished with belt or gear drive on slow side, as desired. Grinds coarse or fine meal, barley, graham flour linseed meal, rye, corn chop, etc. Best for each. Built for rolls nine inches in diameter. Send your name now for all facts. Address

**THE J. B. EHR SAM & SONS MFG. CO.**  
2 Factory St., Enterprise, Kansas

*The Largest and Best Equipped Roll Dressing Plant West of the Missouri River.*



## NEW PROCESS Alfalfa MEAL MILLS



The Wolf Alfalfa Meal Mill is positively the best mill on the market for general purpose alfalfa grinding.

It is the product of thorough study and investigation by experienced machinists and experimenters, who studied alfalfa grinding under various conditions.

It leaves the alfalfa in the most desirable condition for feeding purposes and can be run with any ordinary power.

Write for circular No. 117.

**The Wolf Co.**  
**CHAMBERSBURG, PA.**

Western Office  
134 W. 8th St., Kansas City, Mo.

## BOWSHER

(Sold with or without Elevator)  
**CRUSH** ear corn (with or without shucks) and **GRIND** all kinds of small grain. Have Conical-Shape Grinders. Different from all others.

### LIGHTEST RUNNING

(Our circular tells why)

Handy to Operate. Ten sizes 2 to 25 Horsepower.

Peculiarly suited for use with Gasoline Engines

The N. P. Bowsher Co.  
South Bend : : Indiana

## FEED MILLS



### Professional Experience, Intelligent Service and Legal Ability

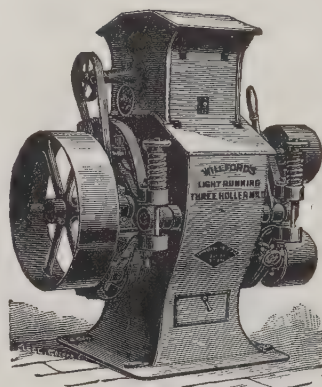
used in the collection of your **GRAIN—LIVE STOCK—PRODUCE—RAILROAD FREIGHT CLAIMS.**

Mr. R. W. Wiles has had 10 years experience in the General Claim Offices of various Railroads. Mr. C. W. Donaldson spent 16 years in the Kansas City Board of Trade. Mr. G. L. Donaldson is an Attorney at Law. Others have profited by our services. Why not you? **NO COLLECTION—NO PAY**

Write for Particulars.

**DONALDSON & CO.**

1001-04 Gloyd Bldg. KANSAS CITY, MO.



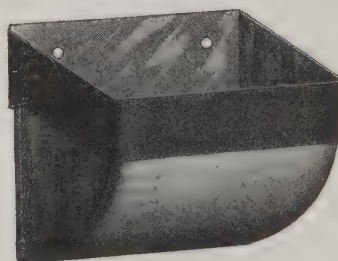
## STRONG SIMPLE DURABLE They Take the Least Power

These reasons should first suggest and then prove the purchase of a

**WILLFORD**  
Light Running Three-Roller Mill.

*Circular and prices on request.*

**WILLFORD MANUFACTURING CO.**  
303 So. 3rd Street Minneapolis, Minn.



## The Best Is

none too good for the progressive owner of a mill or grain elevator. That is why

### "N & M Co." Machinery

finds strongest support from these same owners. Durability, reliability and economy of operation are the rule when "N & M Co." does the work.

## NORDYKE & MARMON CO.

America's Leading Mill Builders

Est. 1851

INDIANAPOLIS, IND.

## DIRECT REDUCTION TABLES

for

### Wheat, Buckwheat, Barley and Timothy

reduce any weight of wheat from 100 to 5090 pounds by ten-pound breaks direct to bushels of 60 lbs.; 60 lbs. with 1 lb. dockage; 60 lbs. with 2 lbs. dockage; 60 lbs. with 3 lbs. dockage; 60 lbs. with 5 lbs. dockage; Timothy Seed, 45 lbs.; Barley, Hungarian Grass Seed and Corn Meal, 48 lbs.; Barley, 50 lbs. and Buckwheat, 52 lbs.

Nine tables, printed from large type on card board, size 10½x11½ inches, and the equivalent in bushels of each weight is shown beside it, so it is impossible to get the wrong reduction. Price, 50 cents.

**GRAIN DEALERS JOURNAL**

315 S. La Salle Street

CHICAGO, ILL.

## Direct Reduction Tables for Corn and Oats

Reduce any weight of corn from 100 to 5090 pounds, by ten-pound breaks, direct to bushels of 56 lbs.; 56, with one pound dockage for dirt; 68, 70, 72, 75 and 80 lbs. The 56-lb table may also be used for reducing rye and flaxseed to bushels. Oats are reduced to bushels of 32, 33 and 35 pounds.

Ten tables printed from large type on card board, size 10½x11½ inches, and the equivalent in bushels of each weight is shown beside it, so it is impossible to get the wrong reduction. Price, 50 Cents.

**Grain Dealers Journal**

315 S. La Salle Street

CHICAGO, ILL.



## CYCLONE BLOW PIPE CO.

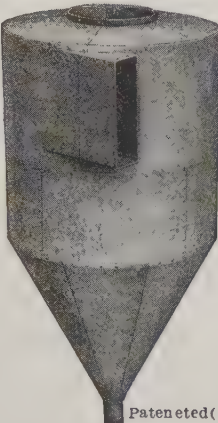
IMPROVED

Cyclone Dust Collectors, Automatic Furnace Feeders, Steel Plate Exhaust Fans, Exhaust and Blow Piping.

Complete systems designed, manufactured, installed and guaranteed. Old systems remodeled on modern lines on most economical plans. Supplementary systems added where present systems are outgrown. Defective systems corrected and put in proper working order.

High and Low Speed Systems

1001-1015 W. 21st St., cor. Morgan St. CHICAGO, ILL.



Patented

"The per cent of loss saved by the '1905' over the old 'Cyclone' is from 71 1/2% to 80%. These losses are due to dust collector friction and take into consideration nothing but the Collector."—The Mechanical Engineering Dept., University of Michigan.



THE

## "New Cyclone 1905"

Manufactured Exclusively by  
**The Knickerbocker Co.**  
JACKSON, MICH.

## Corn and Oat Tables

—ON CARDS—

Clark's Tables for wagon loads reduce any number of pounds of shelled corn, rye, flaxseed, ear corn and oats up to 4,090 pounds to bushels of 56, 70, 72, 75, 80 and 32, 33 and 35 pounds. Printed in two colors on heavy Bristol board. Can be hung up beside scale beam for use by weighman. Price, delivered 50 cts.

Grain Dealers Journal

255 La Salle St.

Chicago, Ill.

## GRAIN TRYERS



WILLIAMS-LLOYD MACHINERY COMPANY, 638 Federal Street

Chicago



## CAR-LINING BURLAP

To prevent leakage of grain, line cars with "Milwaukee Burlap"—it will save you dollars and trouble. Write for prices and samples.

MILWAUKEE BAG CO., Milwaukee, Wis.



## Can you afford to lose money

Just through the neglect to spend a nominal amount. What is the loss of your elevator—your business—your year's profits, compared with little minor expense connected with the installation of an

## AUTOMATIC HOT JOURNAL ALARM SYSTEM

Heated corn losses can readily and easily be prevented with a

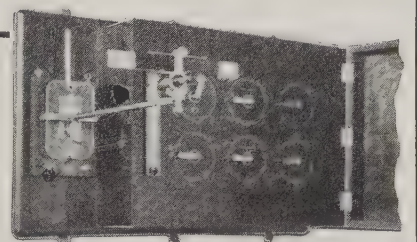
## ZELENY THERMOMETER

which gives the temperature of grain in bins or cars at any depth. Before you lose—spend—make

WRITE

**Western Fire Appliance Works**

542 So. Dearborn Street  
CHICAGO, ILLINOIS



## REALIZATION

On The Installation

OF A

BROWN & DUVEL'S

## Moisture Tester

does not necessarily mean a promotion in the conducting of your business, but a large profit on a small investment.

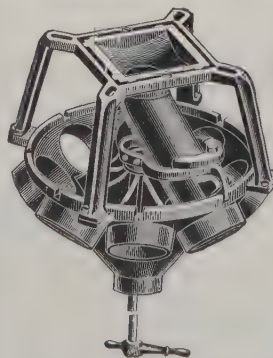
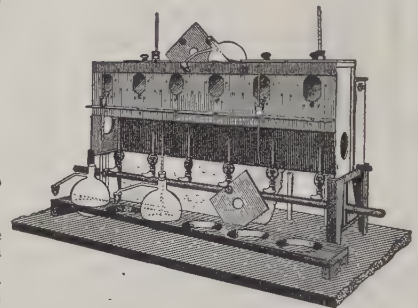
YOUR tester—Saving on one car pays for it—Simple in operation—Accepted as standard by the U. S. Government—Guaranteed to register perfect.

Don't wait until you lose money to purchase one. Buy one NOW and make money. Our descriptive price catalog shows how. Want it? Write—

**The Kny Scheerer Co.,**

Department of Laboratory Supplies

404-410 West 27th St., New York, U. S. A.



More work, better work, absolute efficiency.

## Hall Signaling Distributors

Less cupola space occupied. More bin space utilized. More convenient, more durable. No repairs. No mixing grain.

Write for particulars and test of users.

## HALL SPECIAL

(ELEVATOR LEG)

is guaranteed to operate continuously without chokes; with a maximum of buckets on the belt, and everyone of the greatest capacity, ascending chock full, with all grain discharged into the Distributor, and all distributed into the proper bin, without waste or mixing; and it operates automatically.

**Hall Distributor Co., 222 Ramge Bldg., Omaha, Neb.**

Judicious Advertising as Irresistible as Niagara

The Journal Continuously Demonstrates It



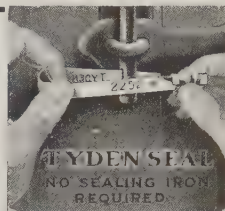
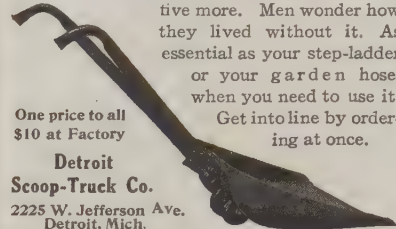
**M. M. BAKER & CO.**100 to 110 Harrison Street  
PEORIA, ILL.**Belting Packing**

Hose, Chain, Wire Rope

**Elevator Supplies**

PROMPT SHIPMENTS

144 page catalogue sent on request

**Claim  
Losses  
Prevented**by **TYDEN SELF-  
LOCKING CAR  
SEALS** bearing  
your name and consecutive numbers.  
Thousands of shippers use them.  
Write for samples and prices.**INTERNATIONAL SEAL & LOCK CO.**Chas. J. Webb, Gen'l Sales Agent,  
617 Railway Exchange Building, CHICAGO, ILL.The demand for the  
**Climax Scoop-Truck**increases with arithmetical progres-  
sion. Every one sold sells one to  
five more. Men wonder how  
they lived without it. As  
essential as your step-ladder  
or your garden hose,  
when you need to use it.  
Get into line by order-  
ing at once.One price to all  
\$10 at Factory**Detroit  
Scoop-Truck Co.**2225 W. Jefferson Ave.  
Detroit, Mich.**The Automatic  
Dump Controller**This machine can be attached  
to old or new drop dump, with  
but small expense.Absolutely automatic, out of  
the sink, and requires no atten-  
tion. Has control of the dump  
from the time the trigger is  
pulled until it settles entirely  
down.Its using oil for a cushion  
makes it self lubricating.There are hundreds in use over  
the entire grain section.Our list of testimonials, and  
numerous duplicate orders is con-  
clusive evidence of their value.

Satisfaction guaranteed.

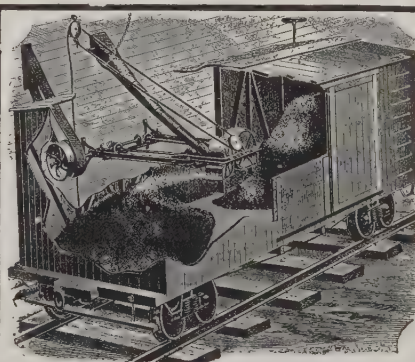
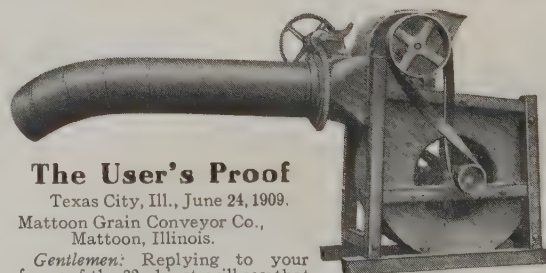
For descriptive circular  
and list of users, write**L. J. McMILLIN**

Board of Trade Bldg.

Indianapolis, Ind.

IN October 1905 we sold a Boss Car Loader to  
Kleiss & Ludwig at Pesotum, Ill., and Sep-  
tember 15th, 1911, their successors, Kleiss &  
Gilles wrote us as follows:"Our elevator was partly wrecked today by  
having part of a freight train run into one  
corner of it and our loader was totally dis-  
abled and we will want a new one very soon.  
Send us your catalog and price list at once."

Five days later they wrote us the following:

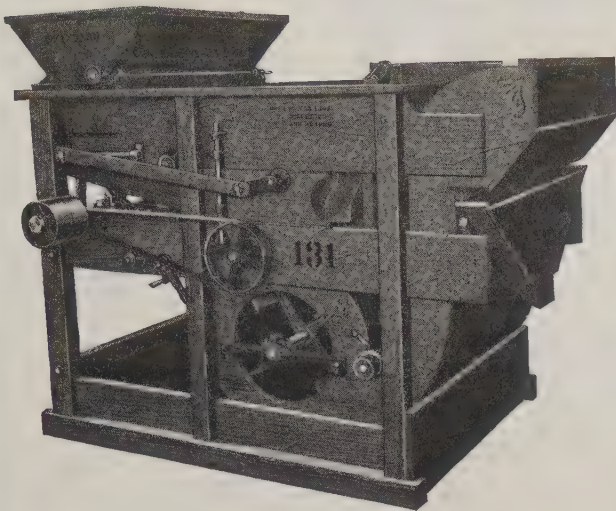
"Please enter our order and ship at once one Boss No. 14 car loader without spout. We saved the  
spout out of the wreck. Probably you will make us a reduction for the spout."If you wish to see for yourself we will ship on trial and if you are not satisfied in every respect you  
may return it at our expense.**Maroa Manufacturing Co.,**Dept.  
3**Maroa, Ill.****LOAD ALL KINDS OF GRAIN**Elevator men who use gravity loading often won-  
der at the low grading at destination. The reason is  
that by gravity the light grain falls near the car door.Actual tests have demonstrated a difference in  
bushel from this cause of from 2 to 3 pounds per  
weight. But this is overcome with a**CHAMPION CAR LOADER**The mechanism of this machine is such that the  
grain going into the casing all together the light with  
the heavy, is forced by the rotary to the extreme end  
of the car. This is an important factor in proper load-  
ing and the only way to get a fair grade at destination.The Champion has other advantages.  
Write us for full particulars.**E. BAUDER, - Sterling, Ill.****Look Here, Mr. Grain Dealer.**You've been considering the installation of car loader  
for some time—if you have not it's time you were.Why not give up the old-fashioned method of crawling into a  
car to fill it to the limited capacity—of receiving discounts on cars  
of grain, because the center was dust and foreign matter, of con-  
stant attention to old timed spout when loading? The installa-  
tion of a**COMBINED  
GRAIN CLEANER AND PNEUMATIC  
CAR LOADER**means more profit with less labor. **WHY? Because—****First and most important—**It is impossible for it to crack or mill the grain.**Second—**It will fill the largest cars to full capacity, without any labor in the car.**Third—**It is strong and durable, automatic in its action, and requires no atten-  
tion after starting.**Fourth—**The constant moving of the pneumatic tube as it loads the grain, pre-  
vents any accumulation of dust or dirt in the center, or any other part of the car,  
thereby avoiding heating, and "off" grades.**Fifth—**It cools and dries the grain as it passes through the current of air.**For full particulars, prices and testimonials write****MATTOON GRAIN CONVEYOR COMPANY, MATTOON, ILLINOIS****"LOADS GRAIN, MALT, OR SAND."****The User's Proof**Texas City, Ill., June 24, 1909.  
Mattoon Grain Conveyor Co.,  
Mattoon, Illinois.Gentlemen: Replying to your  
favor of the 22nd inst. will say that  
the "Combined Grain Cleaner and Pneumatic Car Loader," which  
I purchased of you last season, has given good satisfaction. It  
cleans considerable dust out of the grain, which gives it a better  
grade. Since I have installed one of your loaders in my elevator  
I do not use a man in the car, the man who weighs operates the  
loader, and it loads each end of the car very nicely, and I wish to  
further state that it does not crack the grain. I would recommend  
this machine to any one who contemplates putting in a grain  
loader.

Yours truly,

W. T. GARNER.



## Field Seed Buyers Demand Improvements



All who study the seed market conditions are aware that there is a constant and insistent demand for pure seeds free from dirt and foreign matter.

Wise handlers of seeds are improving their opportunities by equipping their plants with the best seed cleaning devices.

### THE STANDARD SEED AND GRAIN CLEANER

is the ideal machine for this purpose.

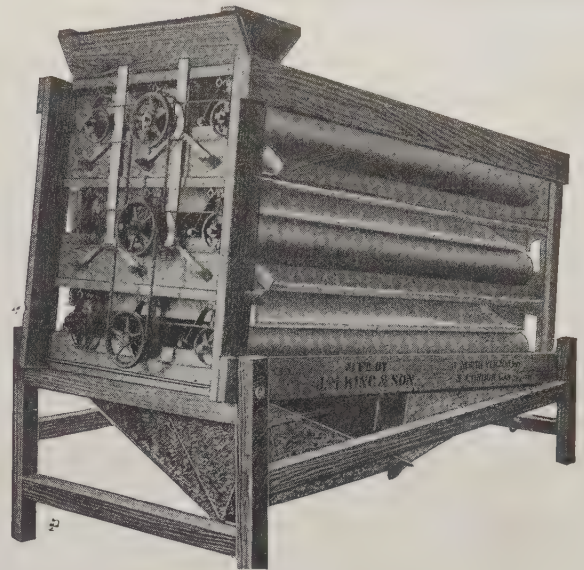
It has many exclusive patented features.

It requires but little power, is easily operated and we guarantee it to clean effectively.

Write us for further particulars. We will gladly give you the benefit of our experience and show what we have done for others.

**INTERNATIONAL MFG. CO., Crestline, Ohio**

## The King Buckhorn Machine



The KING BUCKHORN MACHINE is the old reliable and always does the work. We will ship anywhere in the United States on your approval, which shows our confidence in our machine. Don't fail to look into this if there is any Buckhorn in your community.

We are also in the market for low grade clover seed and clover seed tailings. Respectfully,

**J. M. KING & SON**

North Vernon

Indiana

# DO YOU

GRAIN DEALERS JOURNAL,  
Chicago, Ill.

Gentlemen:—Herewith is draft covering Help Wanted adv. in your classified column. This adv. certainly **Produced Results**, as we are having answers from all wheat growing sections of the United States. Yours truly,

THE RUSSELL MILLING COMPANY

Russell, Kansas, 6-2-11.

# NEED HELP



As a Roofing and Siding for Grain Elevators  
A BUILDING COVERED WITH  
Ready-To-Lay

# Burmite

(Reg. U. S. Pat. Off.)

is absolutely SPARK-PROOF. A recent test, in which a red hot coal was placed on the slate-surfaced "BURMITE" Material, and allowed to remain until it cooled, very clearly proved this.

Dealers in Building Material should write at once to Birmingham & Seaman Co. for copy of their "PLAN FOR HELPING YOU GET NEW TRADE and SELL MORE ROOFING."

## PROTECT YOUR BUILDINGS FROM SPARKS!

Losses aggregating millions of dollars annually are caused by flying sparks from locomotives, chimneys and forest fires.



As a Roofing and Siding for Farm Buildings of every description

"BURMITE" is the outcome of years of experience in manufacturing a material for ROOFING and SIDING Residences, Business and Factory Buildings, Elevators, Mills, Barns, Garages, etc.—be they NEW or OLD, of any kind of construction. It is unconditionally **Guaranteed for 10 Years without Coating or Painting**. Let us send you free of all charges and obligation, our Booklet, "Burmite Quality Counts," Samples and Advertising Literature.

### USE THIS COUPON

Birmingham & Seaman Co., Tribune Bldg., Chicago

Mail to my address, as above, Samples and Booklet. This places me under no obligations.

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State .....

G. D. J. 10-1

**Birmingham & Seaman Co.**

Roofing Manufacturers CHICAGO

General Offices: 1208-26 Tribune Building  
Plant: 56th, Armitage and Grand Avenues

Distributor of BEAVER BOARD



**MORRIS GRAIN DRIER CO.**

507-511 Chamber of Commerce, Milwaukee, Wis.  
Several years of experience fully demonstrates that owing to the fact that Morris Grain Driers have thorough ventilation, drying grain much more evenly, truthfully stamps them as being superior to any other grain driers in existence. Can be constructed more economically than the average drier. Don't fail to write for pamphlet giving full information and testimonials regarding our driers, coolers and conditioners.

**GRAIN WANTED**

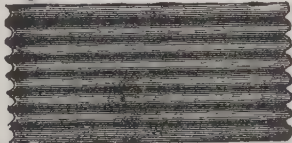
By several thousand eastern millers  
who are best reached by  
**THE MILLERS REVIEW**  
Philadelphia, Pa.

For 29 years the Official Organ of the Pennsylvania Millers' State Association, representing Eastern Millers generally.

We "will not skid" on low  
cost of Elevator Machinery  
and all Supplies you may  
need. Write us.

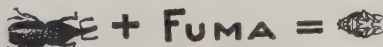
**ORR-NEWELL CO.**  
CEDAR RAPIDS, IOWA

**GALVANIZED CORRUGATED**  
Steel Siding, Roofing, Fireproof Window Frames, Sashes, &c



**SYKES Steel Roofing Company, Chicago, Ill.**  
Sheet Metal Contractors. Makers of Fireproof Windows  
Write them if you are in the market now or if you expect to be in the future. Contracts taken anywhere in the United States.

R



Live weevil plus a little Fuma equals  
dead ones every time.

Fumigate Your Elevators and Mills with  
**FUMA**

The only satisfactory method of treating grain in the bin; kills all insects, weevils, moths, etc.

10c per lb., in 50 lb. and 100 lb. drums.  
Send for printed matter.

**EDWARD R. TAYLOR**  
Manufacturing Chemist Penn Yan, N. Y.

# "EUREKA" GRAIN DRYERS



have established a reputation for producing the most uniform results in drying all kinds of grain.

Any percentage of moisture can be easily removed, and grain properly dried and conditioned on the "Eureka" Dryer can be safely shipped or stored without risk of heating.

The "Eureka" is automatic and continuous in operation; adjustable in capacity and the removal of moisture, and thoroughly reliable in operation.

The "Eureka" is inexpensive to install, most economical in power consumption, and extremely durable, being built entirely of iron and steel.

Built in capacities from 10 to 1,000 bushels per hour.

Sole Manufacturers

**THE S. HOWES COMPANY**

Grain Cleaning Machinery Specialists

"Eureka Works," Silver Creek, N. Y.

Our expert representative will gladly call and explain merits of the "EUREKA."

Investigate our references.

Catalog, prices and full information upon request.



THE OLD WAY

One Man   
with an ATLAS can easily  
move a loaded one.

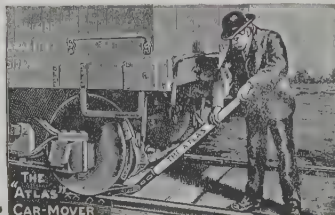
**Appleton Car-Mover Co.**  
Appleton, Wis.

## The Atlas Car-Mover

will pay for itself daily  
and last for years.

Twelve men with a crowbar  
can hardly move an empty car.

THE NEW WAY



## ELEVATOR MACHINERY

**GRAIN DRYERS—All Sizes, CRUSHERS, SHELLERS and MILLS. CONVEYORS and ELEVATORS, CHAIN BELT and SPROCKET WHEELS, OAT MEAL and PEARLED BARLEY MACHINERY, HOMINY MILLS**

SEND FOR DESCRIPTIVE CATALOG  
OF WHAT YOU WANT

**THE C. O. BARTLETT & SNOW CO.**  
CLEVELAND, OHIO, U. S. A.



**"On Time"**



Nothing succeeds in business like punctuality—the man who arrives "On Time" usually clinches the order.

If you have business at Omaha, where the "on time" arrival of your train may decide a proposition, go via Burlington.

The remarkable regularity of Burlington service between

## Chicago and Omaha

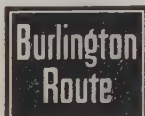
is a matter of record and a matter of common knowledge wherever big business men meet.

Back of this remarkable railroad performance are an organization of railroad men who "know how," track facilities, train equipment, and safety appliances which have no superior.

If you want to reach Omaha "on time" and enjoy the utmost of railroad comforts every mile of the way, take the Burlington.

**Lv. Chicago 6:00 p. m.  
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Electric lighted, perfectly appointed equipment and an "on time" arrival with remarkable regularity.



The Electric Lighted  
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For tickets, berth reservations or information, write

**A. J. PUHL**  
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Burlington Route  
141 South Clark St.  
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P. S.—The service is just as good coming back. Leave Omaha 6:30 p. m.; arrive Chicago 8:09 a. m.  
(6724)

## YOU

Can find no present more acceptable to the progressive grain dealer than a paid up subscription to the Grain Dealers Journal.

## Put Your Name

where everyone identified with the grain trade will see it and keep it there.

THAT IS IN THE

**Grain Dealers Journal**  
OF CHICAGO

### SCALES: WAREHOUSE, WAGON and PORTABLE

Pit and Pitless

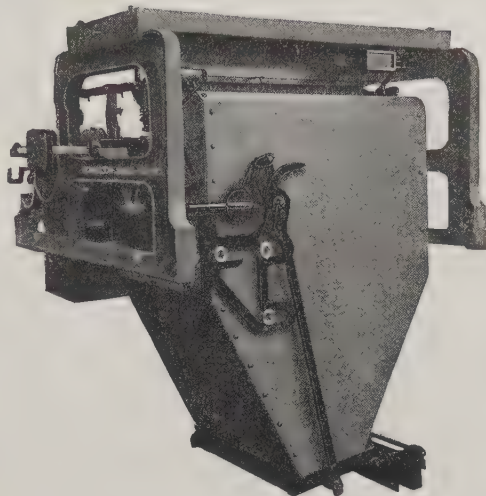
ACCURATE—SIMPLE—DURABLE

No loose weights, as our Warehouse and Wagon Scales are equipped with combination beam. One of our scales installed 52 years ago is still in active service and giving satisfaction.

**WEEKS SCALE WORKS—Est. 1858**

384 Goodell St.

Buffalo, N. Y.



## Economy

Is what you are looking for, Mr. Grain Dealer—some way to cut expense and increase profits.

### The Richardson Automatic Scale

Points the way. Cuts out hand labor and works automatically without watching.

Let us send one of our scale men to show you the way. You won't be under obligation to us.

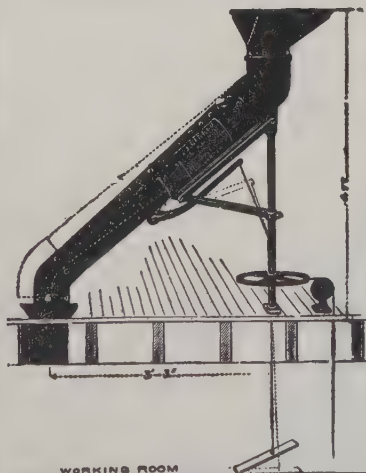
### RICHARDSON SCALE COMPANY

3 Park Row  
New York

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CHICAGO

415 Third St. South  
Minneapolis

### ORDER THE No. 2



### GERBER IMPROVED Distributing Spout

And be convinced that it is the best spout you can secure for your elevator.

We make a specialty of mill and elevator spouting. For particulars write

**J. J. GERBER,** MINNEAPOLIS, MINN.

## Transmission Rope

WE CARRY A COMPLETE STOCK for immediate delivery in all the sizes from half inch to two inch diameter. *Every Foot of Rope* guaranteed to be of Finest Material and Superior Workmanship. Give it a Trial.

### The Strong-Scott Mfg. Co.

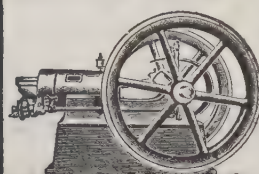
MINNEAPOLIS, MINN.



## YOU WANT GOOD ELEVATOR POWER

You must have it to make profit on the long and short jobs. You get what you are looking for in the

### WITTE GAS & GASOLINE ENGINES



The low cost of power, the little time taken to start, the assurance of continuous operation, and the safety features make the WITTE Engine of interest to every builder and user.

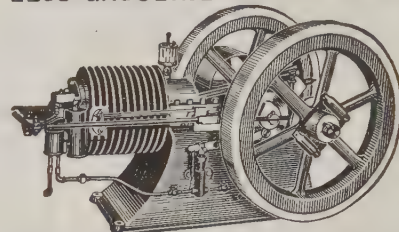
### GUARANTEED 5 YEARS

The proposition we make to introduce will appeal to you. In writing state size wanted.

**WITTE IRON WORKS CO.**  
1626 Oakland Ave., Kansas City, Mo



## LESS GASOLINE—MORE POWER



Why use 3 gallons of gasoline where you need only 2? Every third gallon you buy for a water cooled engine is just that much money thrown away. Find out about the Gade Gasoline Saver. Sizes up to 12 H.P., all air cooled.

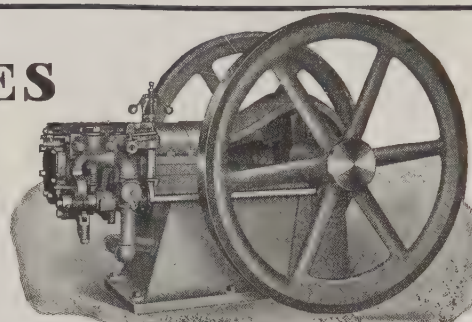
**GADE BROS. MFG. CO.** 110 Main St. Iowa Falls, Iowa

## "NEW ERA"

### GAS AND GASOLINE ENGINES

are of the highest mechanical efficiency. There is nothing better to be had. Ready to run always, and give universal satisfaction. Used by elevator men all over the United States. They have many patented features, giving the greatest economy in operation. Our patented water jacketed cylinder head requires no packing. We have many other advantages. Send for catalog, and prices from 3 to 100 H. P.

**THE NEW ERA GAS ENGINE CO.**  
86 Dale Ave. Dayton, Ohio



## 4 THINGS

the advertiser considers before an advertisement is placed:

### CIRCULATION QUALITY INFLUENCE RATES

The GRAIN DEALERS JOURNAL guarantees its CIRCULATION; boasts of the QUALITY of its circulation; has succeeded because of its INFLUENCE, and pays advertisers because its RATES are reasonable.

## WHEAT TABLES

On Cards

Clark's Wheat Tables for reducing wagon load weights to bushels, reduce any number of pounds up to 4,090 to bushels of 60 pounds each.

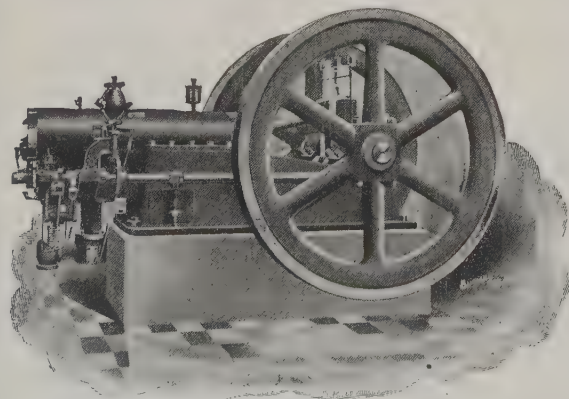
In addition to the regular reduction table, 4 dockage tables showing the dockage of any quantity up to 4,090 lbs., at 1, 2, 3 and 5 lb. dockage for any quantity of flaxseed, rye or shelled corn up to 4,090 lbs. to bushels of 60 lbs.

Printed in two colors on heavy bristol board with eyelet to hang beside scale beam. These six tables will be sent, prepaid, for 50 cents. **GRAIN DEALERS JOURNAL, La Salle St., Chicago, Ill.**

## Columbus Engines

### NATURAL GAS, PRODUCER GAS AND GASOLINE

Our Throttling Type especially designed for flour mills, elevators and any service where close speed regulation is required.



Built in sizes 3 to 300 H. P.

CUT your operating COST in HALF by installing a COLUMBUS ENGINE. Write for Catalogue No. 7.

## Columbus Machine Company

Columbus, Ohio

### BRANCHES

Landis Bros., Rheems, Pa.  
H. A. Paine, Houston, Tex., Southern Texas  
Jno. W. Taylor, Dallas, Tex., Northern Texas  
P. H. Pelkey Construction Co., Wichita, S. E. Kans.  
Canadian Equipment & Supply Co., Calgary, Alb.

## Cut Down Your Power Cost

BY USING A

### Fairbanks-Morse Oil Engine

Operates on kerosene and other low priced crude oil distillates. Reduces fuel cost far below that of gasoline. No danger of explosion. Engine of simple construction, runs with less attention than any other power.

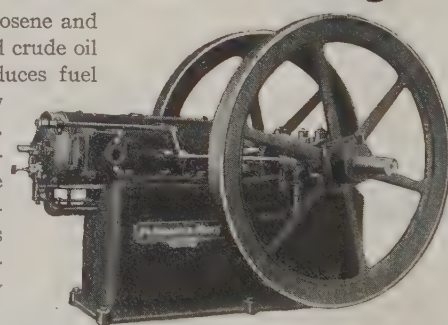
Let us give you definite information as to just how much money our oil engines will save YOU.

Write us for Catalog No. LA550.

## Fairbanks, Morse & Co.

Wabash Ave. and Eldridge Place

CHICAGO, ILL.



Sizes 1 to 500 h. p. Specially adapted to mill and elevator use.

## GAS ENGINE BOOKS

Operators of Gasoline engines who encounter difficulties in the care or operation of gas and gasoline engines will find each of the following books of great assistance.

THE PRACTICAL GAS ENGINEER, by E. W. Longenecker, M. D., Price \$1.00.  
THE GAS AND GASOLINE ENGINE, by Norman & Hubbard, Price, \$1.00.  
THE GAS ENGINE HANDBOOK, by E. W. Roberts, Price, \$2.00.  
GAS ENGINE TROUBLES AND REMEDIES, by Albert Stritmatter, Price, \$1.00.  
PLAIN GAS ENGINE SENSE, by E. L. Osborne, Price, \$1.00.

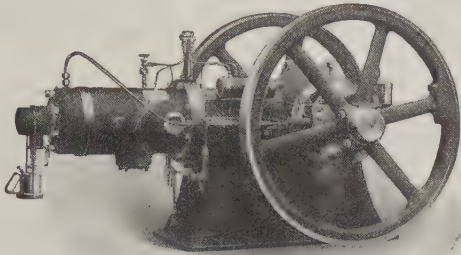
For any of the above address, GRAIN DEALERS JOURNAL, La Salle St., Chicago



**50c** } **Runs a 25 Horse**  
**A DAY** } **Power 10 Hours**

## The Muncie Oil Engine

'Producing Power with the Cheapest Fuel.'



It Operates on Crude Oil, Fuel Oil, Kerosene or Distillate. The few working parts reduce possible repairs and expenses to a minimum making the engine pay for itself in a short time.

*Write for particulars, references and prices.*

**Muncie Gas Engine & Supply Company**

Mulberry St. and Railroads MUNCIE, INDIANA

## THE MARK OF SUPERIORITY



The Trademark IHC is an absolute guarantee of all that the best material, workmanship and engineering skill can put into an engine. IHC Gasoline Engines have certain definite advantages which make a direct appeal to elevator men.

## IHC Gasoline Engines

entirely avoid all except actual working expense. The power is instantaneously turned on when wanted and all fuel expense is cut off when power is stopped. Risk of fire from power plant is avoided, space is economized. There is no firing to be done, no water gauge to watch. The power is compact, clean, safe, and reliable. The elevator man can start the engine and go about his other work and need only go back every two or three hours to see that the engine is properly lubricated.

IHC Gasoline Engines have established their superiority beyond question. An engine for every power requirement—from 1 to 50-horse power—horizontal, vertical, stationary, or portable.

Let us know your needs. Write for Catalogue and full information.

**International Harvester Company**  
of America  
(Incorporated)

21 Harvester Building  
Chicago - U S A



## SET OF BOOKS FOR GRAIN DEALERS

COMPLETE FOR \$3.50.

### A GRAIN RECEIVING BOOK (No. 12 AA).

Grain Register is invaluable to the country grain man and is designed to facilitate the work of keeping a record of weights and number of bushels in wagon loads of grain received.

Each page is 8½x14 inches, and at top of the 11 columns are printed Date, Name, Kind of Grain, Gross, Tare, Net, Bushels, Pounds, Price, Amount and Remarks.

Each page has spaces for 40 wagon loads and each book has 100 pages, making each book contain spaces for records of 4,000 loads. The book is well printed and ruled on sterling ledger paper, and substantially bound in full heavy canvas covers.

### A GRAIN SHIPPING BOOK (No. 14 AA).

Sales, Shipments and Returns is invaluable to the country grain man in keeping record of his sales, shipments and returns from the shipments made. Its use will save much time and book work. The pages are 10½x16½ inches, used double. The left-hand pages are ruled for information regarding Sales and Shipments; the right-hand pages for Returns. Under Sales the column headings are Date, Amount Sold, Price, Grain, Terms. Under Shipments are Date, Car Number and Initial, Our Weights in Bushels, Grade, Route, Rate. Under Returns are Destination, Grade, Difference, Bushels, Over, Short, Gross Proceeds, Freight, Over, Short, Commissions, Other Charges, Total Charges, Net Proceeds, Drafts, Remarks.

It contains 76 double pages, with room for records of over 2,200 cars. It is well bound in heavy canvas covers with leather corners, and printed on linen ledger paper.

**GRAIN DEALERS JOURNAL**

La Salle St., Chicago, Ill.

## OTTO GAS AND GASOLINE ENGINES

Have a world wide reputation for Fuel Economy.

Have been the standard for Reliability for thirty-five years.

Have over 100,000 satisfied users to whom we refer.

The OTTO has been awarded over 475 medals and diplomas, and has won in every competitive test.

OTTO engines are made from one to three hundred horse power and are designed to use gasoline, distillate, alcohol, liquid fuels, natural, illuminating and producer gas.

We make engines for every power purpose. Write to-day for literature covering type of engine that interests you.

## THE OTTO GAS ENGINE WORKS

3217 WALNUT STREET, PHILADELPHIA, PA.  
637 So. Dearborn Street, Chicago, Ill.

LARGEST AND OLDEST MANUFACTURERS INTERNAL COMBUSTION ENGINES IN THE WORLD



**Lincoln and Capital Coal,  
Shaker Screened Lump,  
Roller Screened Egg & Nut.**

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**Domestic Sizes  
Contain No Screenings.**

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**Mines: Lincoln and Springfield, Ill.**

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**LINCOLN - SPRINGFIELD  
COAL CO.**

**Old Colony Bldg., . Chicago**

**EDISON  
BSCO  
PRIMARY BATTERY**

Send for booklet describing Edison BSCO Primary Batteries. You will have taken the first step toward better battery service than you ever had before — from the standpoint of reliability and efficiency, as well as economy. Write for this book today.

**Thomas A. Edison, Inc.,**

49 Lakeside Avenue, Orange, N. J.

**BEMIS  
A  
(Two Bushel Cotton Seamless)  
GRAIN BAG**



**Woven in a Bemis Mill for heavy duty.**

**Gives — "Economy through Service"**

**Order from the factory nearest to you**

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**BEMIS BRO. BAG CO.**

Minneapolis    Omaha    Kansas City    Memphis  
St. Louis    Indianapolis    Winnipeg  
New Orleans    San Francisco



# "Wanted" and "For Sale"

The rate for advertisements in this department is 20 cents per type line each insertion

## MACHINES FOR SALE.

ONE NO. 10 CLIPPER CLEANER for sale. In good condition. Will sell at a bargain. For further particulars address Farmers Elevator Co., Hunter, N. D.

MACHINES not in use can quickly be sold by an advertisement in the "Machines For Sale" column of the Grain Dealers Journal, Chicago, Ill.

FOR SALE—Scientific feed grinder and crusher, style L. No. 1, price \$25. No. 14 Western warehouse sheller, price \$25. Both machines in first class condition. A. H. Webber & Son, Padua, Ill.

PETERSON OAT BLEACHER in good running order. Sold to be replaced by larger machine. Snap for Country Elevator to get in shape to handle stained oats at fraction of cost new machine. Address Bleacher, Box 1, Grain Dealers Journal, Chicago.

## GRAIN CLEANERS FOR SALE.

Two No. 9 Clipper Cleaners, \$25 each.  
One No. 7 Clipper Cleaner, \$20.  
One No. 3 Eureka Cleaner, \$20.  
One No. 10 Clipper Cleaner, \$20.

These machines have a full set of screens and are practically in good working order. Can be shipped on a moment's notice. Bad Axe Grain Co., Bad Axe, Mich.

SECOND HAND FOR SALE—Attrition mills: 3-24" Cogswell's; 1-24" Monarch; 1-30" Unique; 2-24" Foss; 1-19" Foss; 3 pair high roller mills; 2-9"x18" Noye gear drive; 1-9"x15" Case; 1-7"x18" 3 pair high Alfsee, belt drive; 1-7"x15" Alfsee, 2 high roller mill. Separators: 1 No. 1½ Barnard & Leas milling, 1 No. 31 Barnard & Leas Receiving; 1 No. 258 Eureka Magnetic, 25 bu. cap.; 1 No. 256 Monarch Magnetic, 50 bu. cap.; 1 No. 0 Howes Magnetic, 35 bu. cap. Dust collectors: 1 No. 3 P, 1 No. 4 A, 1 No. 2-B Wilson Tubular, 1 No. 2 Monarch. Address Sprout, Waldron & Co., P. O. Box 260, Muncy, Pa.

SECOND HAND MACHINERY.—We offer the following Rebuilt Machinery at greatly reduced prices (subject to prior sales): Largest stock in the world.

Separators—No. 3, No. 4 and No. 98 Barnard's No. 8 Eureka Elevator Separators. No. 0 and No. 4 Richmond, No. 3 Eureka Milling Separators.

Cutclippers—Nos. 6, 8 and 9 Invincible, No. 4 and No. 321 Eureka and No. 4 Barnards.

Feed Mills, 7x14 Great Western, 7x14 Nordyke & Marmon, and 9x24 Barnard & Leas, all two pair high; 6x20 Challenge, 9x18 Smith, 9x18 Hutchinson, 9x24 Alfsee, and 9x30 Wolf, all three pair high, and many others.

Roller Mills—All sizes and makes, single and double.

Attrition Mills, 19 inch, 22 inch and 26 inch Foss, 30 inch American, 22 inch and 24 inch Unique, 20 inch Monarch.

Corn Crushers, Nos. 7 and 8 Bowsher; No. 1, Styles N, L and T Foss; No. 2 Triumph, No. 12 Sullivan.

Corn Shellers—No. 2 and No. 4 Victor, No. 5 Keystone, No. B Standard and 2-Hole Joliet.

Steam Drier.—No. 2 Cutler with hood and steam trap.

Elevator Belts—1,200 ft. 22 inch, 6 ply Rubber Belt with 20x6 Buckets attached @ 50c per ft., and many other sizes.

Pulleys—A big lot, both wood and iron, from 3 inch to 10 ft. in diameter. Write for new book "Gump Bargains," No. 2D, giving complete list all machines in stock.

B. F. Gump Co., Mill and Elevator Machinery, 431-433-435-437 S. Clinton St., Chicago.

## MACHINES FOR SALE.

FOR SALE one No. 3 U. S. corn and oats cleaner, \$50. 1 No. 2 Fairbanks-Morse feed crusher and grinder \$15. 1 12-in. Monarch attrition, \$75. All nearly new machines and in good condition. Address Machines, Box 7, Grain Dealers Journal, Chicago, Ill.

NOTICE. LARGEST LINE of entirely remodeled, rebuilt, second hand, also new machinery, supplies, belting, etc., for flour, meal and feed mills, grain elevators, etc., always on hand. Write now. Lowest prices. Hustling agents wanted. George J. Noth, Monadnock Bldg., Chicago, Ill.

FOR SALE CHEAP—One No. 1 United States Pitless Corn Sheller, capacity 800 to 1,000 bus. per hour. Good condition. One No. 2 Victor Warehouse Corn Sheller, capacity 500 to 700 bus. per hour. Very little worn. One No. 10 Boss Car Loader. Good as new. One Sturtevant Fan 24-in. diameter. Good as new. Crabbs Reynolds Taylor Co., Crawfordsville, Ind.

## MACHINES WANTED.

WANTED—Grain Dealers who are contemplating installing new machinery to use the "Machines Wanted" columns of the Grain Dealers Journal in securing prices and estimates of machines for sale. We can save you money. More than value received.

## GASOLINE ENGINES

IF YOU HAVE a gasoline engine for sale advertise in the "Gasoline Engines" column of the Grain Dealers Journal and get quick results.

\$285 TAKES ONE 25 H.P. horizontal gasoline engine, in first class condition. Many other sizes in stock. State your requirements. The Badger Motor Co., Milwaukee, Wis.

## GASOLINE ENGINES FOR SALE.

44 H. P. Fairbanks-Morse.  
25 H. P. Columbus.  
25 H. P. Fairbanks-Morse.  
22 H. P. Fairbanks-Morse.  
15 H. P. Fairbanks-Morse.  
12 H. P. Fairbanks-Morse.  
6 H. P. Fairbanks-Morse.  
4 H. P. Fairbanks-Morse.

Also fifty engines of varied sizes and all makes. Address A. H. McDonald, 547 W. Monroe St., Chicago, Ill.

## STEAM ENGINES—BOILERS.

ONE 15 H. P. C. C. C. stationary steam engine for sale. Good as new. Price \$85. Address R. B. Catton, Brimfield, Ill.

WANTED—35 h.p. boiler and 30 h.p. engine. Culver City Grain & Coal Co., Culver, Ind.

ONE 40 H.P. PENNSYLVANIA BOILER for sale. Internal furnace; 125 lbs. working pressure. Whalen Bros. & Grant, Charleston, Ill.

## INFORMATION.

ADDRESS WANTED of John Ross, formerly located at Abingdon, Ill. Address Friend, Box 6, Grain Dealers Journal, Chicago, Ill.

READERS DESIRING to learn by whom, or where any grain handling machine or device is made can generally obtain it promptly by addressing Information Bureau, Grain Dealers Journal, Chicago, Ill.

## SCALES FOR SALE.

SCALES for elevators and mills, lowest price. Chicago Scale Co., Chicago.

SCALES of all kinds repaired, rebuilt, tested and sealed. Elevator and mill scales our specialty. All work guaranteed. Address Young Bros., 1 Bridge St., Toledo, O.

## BUSINESS OPPORTUNITIES.

OKLAHOMA. For sale flour, feed and coal business. Good feed mill in connection. In good Okla. town. Address Mill, Box 7, Grain Dealers Journal, Chicago.

WANTED—By largest country shippers of kaffir corn in West, correspondence with eastern buyers with view of establishing business. Address Shipper, Box 4, Grain Dealers Journal, Chicago, Ill.

FOR SALE—Active working interest in old established Cincinnati grain and hay house, doing a large business. Part cash, balance realty, if necessary. Address Estep, Box 5, Grain Dealers Journal, Chicago, Ill.

FACTORY PLANT in town of 1,200, good farming country near Cincinnati. Practically new machinery for feed grinding, corn meal and wheat cleaning; also complete butter making creamery, warehouse and corn crib. Address H. J. Whitacre, 29 W. 7th St., Cincinnati, Ohio.

## MILLS FOR SALE.

250 BBL FLOUR MILL in a No. 1 wheat country for sale. Doing good business; no mill in 20 miles; thickly settled; terms; write us. Inland Flour Mills, Rockford, Wash.

MINNESOTA. For sale all or half interest in a brand new up to date steam power sifter system custom grist mill at Waubun, Minn. Finest farming country; plenty of grain at mill door. Box 151, Waubun, Minn.

FEED MILL, FLOUR and coal business in small town, in good farming section in southern Michigan; only 13 miles from Detroit on M. C. R. R. Also 5M bus. elevator; good house and barn; building cannot be put up today for price asked; good reasons for selling. Address Feed Mill, Box 1, Grain Dealers Journal, Chicago, Ill.

FEED MILL FOR SALE, doing practically all the feed business in a good town of 1,000 inhabitants and adjoining territory. Equipped with a 16 h. p. Fairbanks engine, also good feed mill and plenty of room for storage. Will sell for one-fourth cash and balance on easy payments. Good reasons for selling. A money maker for a hustler. Address Lock Box 4, Lakota, N. D.

CENTRAL ALABAMA. Corn and feed mill for rent or sale. Best location for mill in state; large territory with mill in transit rates; large storage warehouse with mill, 500 feet R. R. track on mill property; meal, chops, cracked corn, horse and mule feed, dairy feed (alfalfa and plain) and poultry feed the product of this mill; up to date machinery; capacity meal 2,400 bu., chops or cracked corn 2,400 bu. feed two cars a day 24 hours. Address Box 676, Montgomery, Ala.

## MILLS WANTED.

WANTED—Location for a 50 to 65 bbl. flour mill. Address W. E. Robertson, Morrill, Kansas.



**ELEVATORS FOR SALE.**

**SOUTHERN OHIO.** Elevator and coal yard for sale. Address Ohio, Box 4, Grain Dealers Journal, Chicago, Ill.

**NORTH EAST KANSAS.** For sale 15,000 bu. iron-clad gasoline power elevator. Price \$6,000. Address H. K., Box 5, Grain Dealers Journal, Chicago, Ill.

**SOUTHWESTERN IOWA** elevator and coal business for sale in town of 1,500. Good territory; on own ground. Address I. R. V., Box 10, Grain Dealers Journal, Chicago, Ill.

**NORTH DAKOTA AND MINNESOTA.** For sale 16 elevators located in N. D. and Minn. Good stations and prices reasonable. Will sell either as a line or separate. Address 308 Board of Trade, Duluth, Minn.

**CENTRAL ILLINOIS.** Elevator for sale at 400,000 bu. station. One competitor. Reason for selling, poor health. Address H. A. R., Box 12, Grain Dealers Journal, Chicago, Ill.

**IOWA.** For sale—lumber yard, 2 elevators, 6 coal bins and cement block plant, all one business in Cherokee, Iowa; all doing good business. Address Elmo Archer, Cherokee, Iowa.

**MINNESOTA. FOR SALE AT A BARGAIN** to close an estate, the Plymouth Elevator located at St. Peter, Minn. Capacity 50,000 bus. Will sell at a great sacrifice. Address W. Z. Sharp, Trustee, Sioux Falls, S. D.

**ST. LOUIS, MISSOURI.** On favorable terms, all or part of 50,000 bu. modern grain elevator, also 100 car hay warehouse, with established and profitable local trade, and ideal shipping facilities. Address St. Louis, Box 7, Grain Dealers Journal, Chicago, Ill.

**OHIO.** Will trade for land or sell for cash elevator, garage and coal yards. Land must be in Ohio, Ind., or Ill. This is a good business. No better grain country can be had. Poor health reason for selling. Address Chance, Box 4, Grain Dealers Journal, Chicago, Ill.

**ILLINOIS.** For sale a modern 40M cribbed iron clad elevator in Ill. Handle 280 M. grain, 40 cars coal in average year. Good margins. Nice competition. Price right if deal made at once. All or half interest. Address H. T. W. Box 7, Grain Dealers Journal, Chicago, Ill.

**EASTERN INDIANA.** For sale 40 M bu. cribbed and hopped elevator. Shipped 100 cars grain, retailed 100 cars coal, also large retail flour and feed trade. Business is making money. Good reasons for selling. Address Wm., Box 6, Grain Dealers Journal, Chicago.

**ELEVATORS FOR SALE.**

**INDIANA ELEVATOR** and exclusive grain business; good side lines and a money maker. Address Box 363, Upland, Ind.

**ELEVATOR IN OHIO** corn belt for sale. Best crop in 10 years. Address E. H. C. Box 7, Grain Dealers Journal, Chicago, Ill.

**TWO GRAIN ELEVATORS,** coal house, corn crib, office and residence for sale. Price \$5,200. M. Cardwell, Rockwell, Ia.

**NORTH NEBRASKA.** For sale, elevator and implement business in good grain country. Address S. R., Box 3, Grain Dealers Journal, Chicago, Ill.

**NORTHWESTERN OHIO.** For sale, one of the best elevator and coal propositions in the state. Address C. O. D., Box 7, Grain Dealers Journal, Chicago.

**MINNESOTA.** For sale terminal elevator at Minneapolis, Minn. Good storage and working house. Valuable trackage. Reasonable price and terms. Also country elevators in Iowa, North and South Dakota. Write for particulars. Address Mpls. Box 6, Grain Dealers Journal, Chicago.

**10,000 BU. ELEVATOR AND 50 bbl.** steam roller mill for sale. An up-to-date flour and feed mill (Allis system) in good dairy country on side track of main line of C., M. & St. P. R. R. No opposition. Everything in running order. Address G. G., Box 4, Grain Dealers Journal, Chicago.

**NORTHERN KANSAS.** For sale, grain, coal, feed, flour and hay business. In town of 2,000 inhabitants. Elevator, coal bins and hay barn all on our own land; 300 ft. track; doing nice business; good reason for selling. Address Kansas, Box 6, Grain Dealers Journal, Chicago, Ill.

**CENTRAL IOWA.** For sale, large and profitable business in grain, coal, salt, mill feed, etc. 20 M cribbed elevator; coal bins 500 tons, corn cribs 3,500 bu., warehouses, etc. All buildings in good repair. Good town, 1,000 pop. Address M. C. H., Box 6, Grain Dealers Journal, Chicago, Ill.

**SOUTH EASTERN NEBRASKA.** 20M capacity frame elevator for sale, in good town, well located for local coal and feed business. Good wheat, corn and oats country. Corn crop very promising. Good school advantages. \$4,000. Address Nebr. Box 5, Grain Dealers Journal, Chicago, Ill.

**200,000 BUS. GRAIN BUSINESS** with two up-to-date elevators and flour mill for sale. Large exchange and feed trade. No competition. Over 100 cars coal trade. In Ohio town of 1,300 population, in excellent, thickly settled farming community. Price is right. Address S. T., Box 4, Grain Dealers Journal, Chicago, Ill.

**ELEVATORS FOR SALE.**

**CENTRAL ILLINOIS.** For rent, new elevator, 17,000 capacity, in one of the best grain stations in Central Ill. Competition good. Will sell for cash cheap. Box 676, Fairbury, Ill.

**ELEVATOR** on 175 feet frontage on main street, growing city of 6,000 population. Grain, feed, flour and seed business. A paying proposition. Terms on application. Other interests reason for selling. Address C. H. Baker, Devils Lake, N. D.

**CENTRAL OHIO.** Want to sell an elevator. Can show profits of \$9,500 for past year, located on own ground. Price \$12,000 if taken in 30 days. Other business reason for selling. Address Bargain, Box 7, Grain Dealers Journal, Chicago, Ill.

**OKLAHOMA.** Elevator and an established business doing over \$6,000 worth of business per month, which I will sell for cash. Nice residence with roomy lots to go with it in good school and church town, with 1,000 inhabitants. Address Okla., Box 6, Grain Dealers Journal, Chicago, Ill.

**WESTERN ILLINOIS.** 36,000 cap. cribbed elevator built one year. Handles 230 M. bu. annually, 25 h.p. gaso. eng.; two stands elevators, 600 bu. per hr. sheller; concrete bottom corn cribs and coal sheds. Address Illinois, Box 7, Grain Dealers Journal.

**CENTRAL OHIO.** A 10,000 bu. capacity, handles 50,000 bu. grain. 50 cars coal. Price \$5,000. A 6,000 bu. capacity handles 75,000 to 100,000 bu. grain. 75 cars coal. Price \$6,000. A 25,000 bu. capacity, handles 200,000 bu. grain 100 cars of hay, 50 cars of coal. Price \$15,000. Any one in the market for any of the above can secure full information as to location, etc., by writing C. A. Thomas & Co., Brunson Bldg., Columbus, Ohio.

**OHIO.** For sale to settle the estate of the deceased President and Manager of the Sidney Grain & Milling Co., I am authorized to sell, privately, the entire plant of the said company at a great sacrifice, consisting of a large, almost new grain elevator and corn cribs, also 50 bbl. flour mill combined and coal sheds, a large 2 story storage warehouse, etc. In the center of one of the best county seats in Ohio, within two blocks of the Court House. The land alone will in a few years be worth all I ask for the entire plant. If interested, come and see, or address Emory C. Nutt, Admr. of estate of Capt. E. E. Nutt, Sidney, Ohio.

**ELEVATORS WANTED.**

**WANTED AN ELEVATOR** in northern or central Okla. Have good northern Okla. farm to trade for it. Address M. Vandenberg, Hunter, Okla.

**WANTED AN ELEVATOR** in North Dakota or Montana. Capacity not over 25,000 bus., in good grain territory, handling at least 100,000 bu. annually. Will pay cash. Address A. Maurer, Rugby, N. D.

**IF YOU WANT TO BUY** an elevator make it known to the grain elevator men of the country advertising in the "Elevators Wanted" column of the Grain Dealers Journal, Chicago, Ill.

**WANTED TO BUY ELEVATOR** doing good business in live town in Ohio on own ground. Ready to act at once. Box 45, R. D. No. 6, Ashland, Ohio.

**ELEVATOR BROKERS.**

**R. W. JETER,** The elevator salesman, has buyers for your plant or he has a plant for you if you want to buy. Write him at once. R. W. Jeter, Ashton, Ill.

**WE BUY AND SELL ELEVATORS.** FOR INFORMATION WRITE THE TRISTATE GRAIN COMPANY, SIOUX FALLS, SO. DAK.

**JAMES M. MAGUIRE,** Campus, Ill., Elevator Broker, can suit you in an elevator from \$5,000 up. Can give good terms on many of them. Write for information or to make appointments.

**THE EXPERIENCE OF OTHERS**

**GRAIN DEALERS JOURNAL**

La Salle St., Chicago, Ill.

**Gentlemen:**—In order that I may profit by the experience of others in the grain trade, please send me the *Grain Dealers Journal* on the 10th and 25th of each month. Enclosed find One Dollar and Fifty Cents.

Name of firm.....

Capacity of Elevator.....

Post Office.....

bus.

State.....



## BAGS FOR RENT.

SECOND HAND COTTON GRAIN BAGS for sale from 100 to 5,000. For terms write Foell & Co., 123 Market St., St. Louis, Mo.

## BUILDING MATERIAL.

2 MILLION FT. 2x6, 2x8, 2x10 hemlock cribbing; all size timbers, boards and ready roofing. J. G. Ruel, 7337 Stony Island Ave., Chicago.

## PARTNERS WANTED.

YOU CAN SECURE a partner if you make your wants known to the grain trade thru the Partners Wanted column of the Grain Dealers Journal.

WANTED PARTNER in elevator in bean belt of Michigan. To an active party this is a good opportunity. Address Partner, Box 6, Grain Dealers Journal, Chicago.

PARTNER WANTED in well established wholesale business. Office position. None but reliable parties with capital need apply. Mountain town health resort. Address P. O. Lock Box No. 237, Steamboat Springs, Colo.

## HELP WANTED.

EXPERIENCED HELP, such as managers for country stations, foremen, auditors and employes needed in the grain business are readily secured thru an ad in the "Help Wanted" column of the Grain Dealers Journal, Chicago.

## SITUATIONS WANTED.

WANTED POSITION AS MANAGER of elevator. 12 yrs. experience in buying corn and oats. Best references. Address K. C. W., Box 4, Grain Dealers Journal, Chicago.

WANTED POSITION by first class grain man, married, 9 years' experience, best of reference. Kansas or Nebraska preferred. J. W. Dean, Kaw City, Okla.

WANTED—POSITION AS MANAGER of an elevator. Am perfectly capable and can give reference. Married. E. L. Reed, De Witt, Ill.

WANTED—POSITION as grain buyer or to handle elevator. 15 years experience gas or gasoline engines. Speak English only; married; highest references. B. Y. Cogar, Danville, Ky.

POSITION WANTED by young man of 25, as bookkeeper or general office helper. Grain office preferred. Best of reference. Address Bookkeeper, Box 7, Grain Dealers Journal, Chicago, Ill.

WANT A JOB as grain buyer, manager of an elevator, engineer, traveling solicitor or any position connected with the grain business? If so, make your wants known to progressive grain dealers who are in need of experienced help through the "Situations Wanted" column of the Grain Dealers Journal.

## SITUATIONS WANTED.

POSITION WANTED as business solicitor, well acquainted with cent. Ill. Prefer consignment house. Address Solicitor, Box 5, Grain Dealers Journal, Chicago.

WANTED POSITION AS MANAGER of an elevator. 3 years experience. Best of references. Address A. K., Box 7, Grain Dealers Journal, Chicago, Ill.

WANTED POSITION in grain business. 8 yrs. experience; 1st class references; 31 yrs. of age; married; German; good habits. Address R. A. F. Box 6, Grain Dealers Journal, Chicago, Ill.

WANTED POSITION as traveling solicitor, auditor or bookkeeper in the grain or milling trade. 12 years experience. Best of references. Address S. S., Box 7, Grain Dealers Journal, Chicago, Ill.

WANTED POSITION AS MANAGER or traveling solicitor for an up-to-date firm. 15 years as manager of a large line of country elevators. Best references. Address E. S. H., Box 7, Grain Dealers Journal, Chicago, Ill.

## WANT HELP?

Then consult the "Situations Wanted" columns of the Grain Dealers Journal.

# HOW TO SELL YOUR ELEVATOR

*On May 21st, 1910, W. H. Fluke, Fairland, Okla., wrote us as follows:*

Grain Dealers Journal, Chicago.

Gentlemen: Please send me the Grain Dealers Journal for six months and put the following adv. in the next issue (May 25th) of the Journal.

Signed, W. H. Fluke.

## Here is the Advertisement

**\$3,600 WILL BUY** a 15,000 bu. cribbed elevator, iron side and roof, on Frisco Ry. 600 bu. sheller, dump scale, 3 stand elevator, gasoline engine, hopper scales. Three weeks until harvest; corn, wheat and oats in the very best condition. Large territory to draw from. A money maker. Address F. H. W., Box 10, Grain Dealers Journal, Chicago, Ill.

*On July 4th, 1910, he wrote us as follows:*

Grain Dealers Journal, Chicago.

Gentlemen: Please find check for \$3.60 to square my account (75c for sub. and \$2.85 for advertisements). I am glad to inform you that the first adv. sold my elevator to Geo. F. Melbourn, of Minden, Neb. Yours truly, W. H. Fluke.

If you want to sell your elevator send in your adv. at once or give us particulars and we will write one for you.

**GRAIN DEALERS JOURNAL, - 255 La Salle St., Chicago, Ill.**

## ELEVATORS WANTED

To get in direct communication with would-be buyers of grain elevators reply to ads in the "Elevators Wanted" columns of the GRAIN DEALERS JOURNAL.



## GRAIN WANTED.

**SALVAGE GRAIN.** We buy grain salvage in any quantity, wet or dry. American Cattle & Poultry Food Co., Binghamton, N. Y.

**NEW WHEAT AND OATS** of every description wanted. Mail samples and name price delivered Philadelphia. Address L. F. Miller & Sons, Phila., Pa.

**WANTED**—Off grade and salvage wheat and corn of every description. I make a specialty of it. C. C. Lewis, Chamber of Commerce, Buffalo, N. Y.

## HAY WANTED.

**HAY & STRAW WANTED**—Correspond with us. W. J. Armstrong Co., Milwaukee, Wis.

**HAY & STRAW WANTED**—Correspond with us. T. D. Randall & Co., 92 Board of Trade, Chicago, Ill.

## FLOUR FOR SALE.

**MIXED CARS** of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burk Co., Springfield, O.

## BUCKWHEAT FOR SALE.

**BUCKWHEAT FOR SALE** in car lots. Write for samples. A. Hakes, Manson, Iowa.

**PURE WHITE BUCKWHEAT FLOUR** for sale. Buckwheat groats and buckwheat grain. Miner-Hillard Milling Co., Wilkes-Barre, Pa.

## BUCKWHEAT WANTED.

**BUCKWHEAT WANTED.** I will be pleased to receive samples and prices on choice new buckwheat grain in C. L. and L. C. L. f. o. b. Galena. Geo. J. Mulzer, Galena, O.

## SEEDS FOR SALE—WANTED

## Cover's Dust Protector

Rubber Protector, \$2.00  
Send postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.

**H. S. COVER**  
124 Perley St., SOUTH BEND, IND.



**K**AFFIR **K**ORN **M**ILO **M**AIZE

**Tomlin Grain Co.**

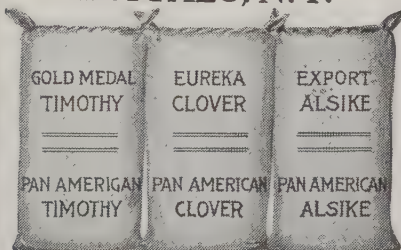
KANSAS CITY, MO.  
BUYERS AND  
DISTRIBUTORS

**Ask Us For Price**

Highest prices paid for  
**CLOVER SEED** containing **BUCKHORN**

Kindly submit samples to  
**WHITE BROS. & CO.**  
Leonidas Michigan

**Whitney-Eckstein Seed Co.**  
**BUFFALO, N. Y.**



Timothy, Red Clover, Alsike, Alfalfa, White Clover, Crimson Clover, Canada Bluegrass, Redtop, Millets, Lawn Seed, Orchard Grass, Seed Grains, Peas, Popcorn, Etc.

**Correspondence Solicited**

**KAFFIR CORN**  
**L. H. Powell & Co.**  
**Wichita, Kans.**

We ship direct from our own elevators. Can ship recleaned country run or cracked seed, either in bulk or sacked.

THE ALBERT  
**DICKINSON**

COMPANY

**SEEDS**

Timothy  
Clover  
Flax  
Agricultural

Grain Bags  
Pop-Corn  
Seed Corn  
Beans, Peas

CHICAGO

MINNEAPOLIS

**V**ISITING Grain and Seed handlers to the Omaha Convention were very agreeably surprised when they saw the large Seed Plant we have and our up-to-date methods for handling and cleaning all kinds of seed. Our plant is the largest in the west, and our machinery for handling and cleaning the seed is absolutely of the latest and most improved make. The visitors openly acknowledged that such an organization is the one to which they wish to dispose of their seed.

And we suggest that those of you who have never shipped us seeds, do ship us, if only one car as a trial. You will be satisfied and ship others.

**THE NEBRASKA SEED CO., Omaha, Neb.**

*The Largest Handlers of Alfalfa Seed in the World.*

*We also handle all other Field and Grass Seeds.*



# SEEDS FOR SALE—WANTED

## SEEDS WANTED.

WANTED FIELD SEEDS, all varieties. Quote, with samples. J. Oliver Johnson, Chicago, Ill.

TIMOTHY, ALFALFA, CLOVER AND seed corn. Supply samples and quotations. The M. G. Madson Seed Co., Manitowoc, Wis.

RED RIVER EARLY OHIO SEED potatoes. We also want to buy timothy seed, car lots or less; send samples; also Brome grass-millet seed, etc. N. J. Olsen Co., Moorhead, Minn.

TIMOTHY AND RED TOP. Quote price with samples. M. J. Yopp Seed Co., Paducah, Ky.

**The Toledo Field Seed Co.**  
Clover and Timothy Seed  
Consignments solicited. Send us your samples.  
Toledo, Ohio.

**THE ILLINOIS SEED CO., Chicago, Ill.**  
WE BUY AND SELL  
TIMOTHY, RED, WHITE, ALSYKE AND ALFALFA CLOVERS, RED TOP, MILLETS, BLUE GRASS, SEED GRAIN.  
Ask for Prices. Mail Samples for Bids.

**Can You Offer**  
Cane - Millet - Clover - Pop Corn  
Send Samples  
**J. G. Peppard Seed Co.**  
Kansas City, Mo.

Headquarters for Wisconsin Grown  
Timothy and Clover  
Also Dry Land Montana  
Grown Alfalfa  
**ROSENBERG & LIEBERMAN**  
MILWAUKEE, WIS.



GOVERNMENT BRAND  
GRASS AND FIELD  
SEEDS  
ROSENBERG & LIEBERMAN  
WHOLESALE SEEDSMEN  
MILWAUKEE, WIS.  
ESTABLISHED 1860  
HOUSE OF QUALITY

**W.H.SMALL & CO.**  
**SEEDS**  
Clover, Timothy, Red Top,  
and All Other Field Seeds  
Also Receivers and Shippers of  
**GRAIN and HAY**  
Send Us **Samples**  
Ask for  
**EVANSVILLE, IND.**

## SEEDS FOR SALE.

ORCHARD GRASS AND BLUE GRASS. Ask for free booklet, samples and prices, car lots or less, Louisville Seed Co., Louisville, Ky.

IF THE SEEDS YOU WANT are not advertised here, write us. We keep a record of seed offered for sale and may be able to refer you direct to firms having what you want. Seed Dept. Grain Dealers Journal, Chicago, Ill.

**IF YOU WANT**  
the Top of The Market for your  
TIMOTHY SEED Mail 2 oz. samples for bids to  
**SEED G. S. MANN, BROKER**  
512 Postal Telegraph Bldg., CHICAGO, ILL.

**The Indiana Seed Co.**  
Indianapolis, Ind.  
We are in the market for Clover, Timothy, Alsike and other field seeds.  
Send samples for our bids

**SEEDS WANTED**  
CLOVERS—(Medium Red and Alsike)  
TIMOTHY  
**Garton Cooper Seed Co.**  
SUGAR GROVE, ILL.

**A. ROUSSET,** 38 Rue De Louvre, Paris  
**WHOLESALE SEED EXPORTATION**

CLOVERS, ALFALFA

GRASSES A SPECIALTY

Established 1875  
**The M. G. MADSON SEED COMPANY**  
SEED GROWERS, IMPORTERS and MERCHANTS  
Send for Samples and Price  
MANITOWOC, WISCONSIN

**Have 10,000 Bu. CHICKEN FEED WHEAT on hand**  
Wire or Write for Samples and Prices  
**HUHN ELEVATOR COMPANY**  
Chamber of Commerce, MINNEAPOLIS, MINN

## MEAL WANTED.

COB MEAL WANTED in carload lots. B. S. Maynard, 1444 W. 37th St., Chicago.

QUOTE US delivered prices on hominy meal and mill feed in car lots. Eberts Grain Co., Nabb, Ind.

## SCREENINGS WANTED.

WANTED WHEAT SCREENINGS, corn screenings, chicken feed wheat. Send large express samples. Henry Lichtig Grain Co., Kansas City, Mo.

## ALFALFA SEED

Utah and Idaho grown. We are the largest primary dealers in the west and received highest award at Exposition Universelle, Paris, France, 1900.

**THE C. A. SMURTHWAITE CO.**  
OGDEN, - - UTAH  
Est. 1887

## Want an Elevator?

Then consult the "Elevators for Sale" columns in this issue of the Grain Dealers Journal.



**Minneapolis Seed Company**  
Minneapolis, Minn.

# SEEDS

OUR SPECIALTY IS TIMOTHY

Send Samples for Prices



# Separate the Wheat from the Oats

Under the very best of conditions, oats and barley will get into the wheat, making a mixture that is objectionable. Using all possible care, this is a condition that has to be dealt with and a separation should be made.

It is unwise to ship such mixed grains to market as the presence of either lessens the value of both.

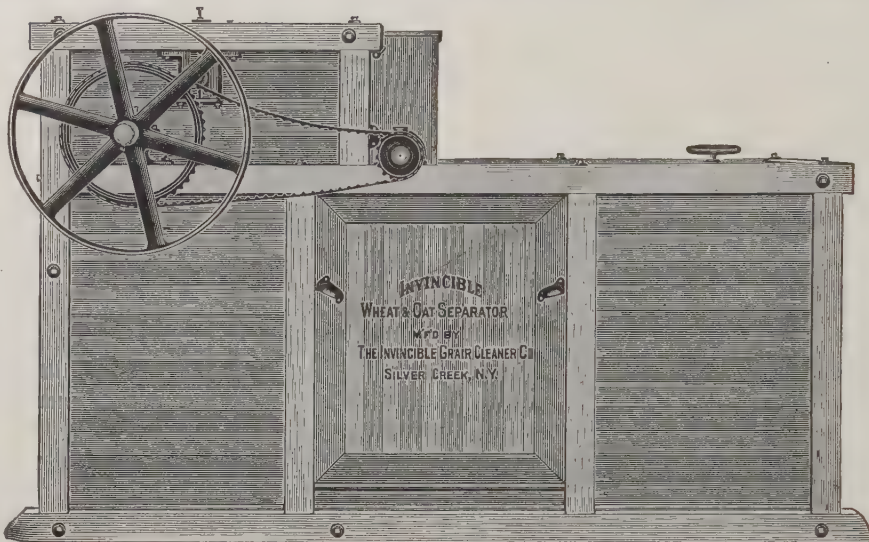
Hence, every elevator should have an

## Invincible Wheat and Oat Separator

This machine has the advantage over the receiving separator as it will not tail over the larger kernels of wheat.

It will also take the tailings from the separators containing the large wheat and separate and save the wheat. This means a saving and a profit that has been slipping by you.

This machine is not expensive and will soon pay for itself by increasing the value of the grain shipped and saving what would otherwise be wasted.



Write for prices and further particulars to

## INVINCIBLE GRAIN CLEANER CO.

SILVER CREEK, N. Y.

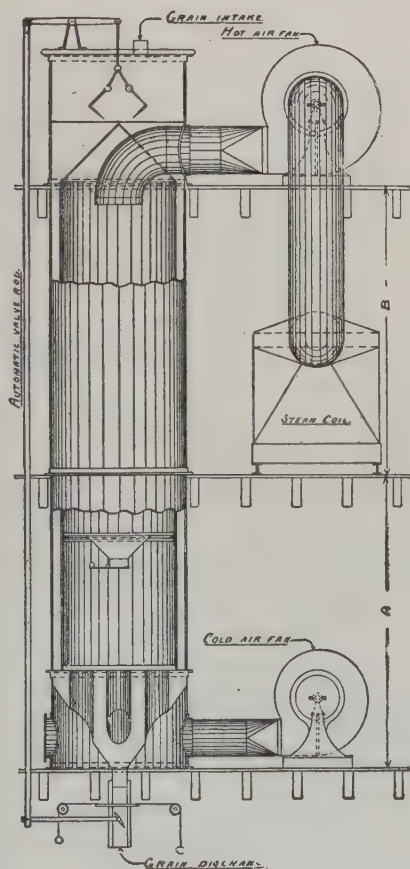
F. H. MORLEY, Jr., 512 Traders Bldg., Chicago, Ill.  
C. L. HOGLE, 622 Board of Trade, Indianapolis, Ind.  
C. WILKINSON, 6027 Chestnut St., Philadelphia, Pa.  
CHAS. H. STERLING, Jefferson House, Toledo, Ohio

REPRESENTED  
BY

F. J. MURPHY, 225 Exchange Bldg., Kansas, City, Mo.  
F. E. KINGSBURY, Terminal Hotel, St. Louis, Mo.  
J. J. CROFUT & CO., 612 McKay Bldg., Portland, Ore.

SPECIAL SALES AGENTS: BUCKLEY BROS., Louisville, Ky.,

STRONG-SCOTT MFG. CO., Minneapolis Minn.



## McDaniel Grain Dryer

*Will remove any percentage of moisture desired from grain, putting it in perfect condition for shipping or storage. ☐ Drying process, automatic and continuous, can be used as conditioner with cold air only. ☐ Built for any capacity desired. ☐ Absolute satisfaction guaranteed.*

**Richmond Mfg. Co.**

Established 1863.

Lockport, N. Y.

J. H. PANK, Northwestern Representative, 916 Flour Exchange Bldg., Minneapolis, Minn.



## GRAIN DEALERS' JOURNAL

Published on the

10th and 25th of Each Month

by the

### Grain Dealers Company

315 S. La Salle Street, Chicago, Ill.

CHARLES S. CLARK, Manager

#### SUBSCRIPTION RATES

To United States, Canada and Mexico one year \$1.50; two years \$2.50; one copy 10 cents.  
To Foreign Countries within the Postal Union, prepaid, one year \$2.50; two years \$4.00.  
A Red Wrapper on your Journal means your subscription has expired.

#### THE ADVERTISING

value of The Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in its columns tell of its worth. If you would be classed with the leading firms catering to the grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited.

#### LETTERS

on subjects of interest to those engaged in the grain trade, news items and crop reports are always welcome.

Entered at the Chicago, Ill., Post Office as Second-Class Matter Aug. 5, 1898.



GOLD MARKS SIGNIFYING QUALITY OF CIRCULATION HAVE BEEN AWARDED THE GRAIN DEALERS' JOURNAL BY THE AMERICAN NEWSPAPER DIRECTORY

CHICAGO, ILL., OCTOBER 10, 1911.

READERS who desire information regarding trade matters, which they are unable to find in the Grain Dealers' Journal, should make use of our "Asked—Answered" columns. It is free to all.

SOUTH DAKOTA has suffered from the drouth this season more than any other state, but even with the extremely short crop, only 167 of the state's elevators have been closed, as in some sections the grain dealers are expecting late crops to give them something to handle.

CAREFUL investigation by a professor of the N. D. Agricultural Experiment Station, has developed the fact that flaxseed screenings are poisonous, and if fed in sufficient quantity, will surely cause the death of animals. Chemical analysis discloses the fact that flaxseed screenings contain prussic acid.

MIRACLE wheat has broken out in a new spot and captured a fresh lot of suckers. Pastor Russell of the Brooklyn Tabernacle sold a lot of the seed at \$60 per bushel. The Government learned of the game and put a stop to the mails being used to defraud the gullible. Oklahoma, Texas and Kansas farmers bot large quantities of this seed several years ago but failed to obtain the promised results.

THE FLAXSEED acreage was greatly increased in some sections of the Northwest this year, but not enough to bring about any great decline in the price of seed. The weather man has given the Northwest so much rain in the last few weeks that the flaxseed cut has been greatly damaged, and little of it has been thrashed.

RAIN has fallen in such volume in some sections recently that the elevator men are complaining that their elevator boots have been converted into cisterns. This applies with equal force both to steel and wood boots. If the elevator men would sink a steel boot tank or pan, before putting down the boot, they would not be bothered with water.

THE Illinois Grain Dealers Ass'n has joined the move for correct weights at initial points and will establish a scale inspection department for the benefit of the grain shippers of the state. As soon as the department is in working order Illinois grain dealers like those of Indiana, Kansas and Iowa will have no excuse for not knowing that their weights are correct.

KENTUCKY grain dealers, whose elevators have been destroyed as a result of sparks emitted by passing locomotives, have been so successful in prosecuting claims against railroad companies that sufferers now seldom fail to bring suit. It should be so everywhere, then railroad companies would take greater precaution to prevent sparks being thrown upon property along their tracks.

CENTRAL MARKETS which have been handicapped by the delay in the delivery of samples to the trading floor of the exchange hall, should note that Milwaukee is now delivering these samples from the freight yards to the exchange hall by means of an automobile truck thereby saving from one-half to one hour's time in the morning, which often makes a great difference in the price obtained for a shipment. Milwaukee is truly to be commended for its enterprise.

MISROUTING freight often causes shippers untold loss. The carriers know this, yet they perversely and persistently refuse to make reparation to shippers, until they are required to do so by the courts. A recent case has come to hand wherein the B. & O. admitted that it was to blame for shippers losing over \$300, as the result of misrouting several shipments, but that made no difference. The B. & O. did not ask the Commission's permission to make the reparation clearly due the shipper. Every grain shipper who has much to do with railroads, should mark with a red and blue pencil around the new order of the Interstate Commerce Commission, which was published on page 435 of the Grain Dealers Journal for Sept. 25th.

COPIES of the Grain Dealers' Journal should reach subscribers as soon as letters mailed at Chicago. As a rule, last form of each number of the Journal goes to press on date of publication, and is mailed the following day. Where date of publication comes on Saturday or Sunday, or a legal holiday, this does not hold good, as the Journal does not go to press until the following work day. If subscribers' papers are unduly delayed, they will confer a favor by informing us of it.

CUSTOM AGENTS chasing along our international boundary on the north, recently unearthed a well organized gang of barley smugglers. The Canadian farmers, by delivering their barley to American farmers after dark, were able to escape the payment of the import duty and realize a much better price for their grain than prevails on the other side of the line. However, the amount smuggled in has not been sufficient to cause any noticeable depression in the price of American grain. Nor would it had the tariff been annulled.

MANY sections of Illinois are complaining of too much rain and dealers who bot corn several months ago at 50c, are wondering if they will ever obtain delivery. Corn that is down on the ground, and some which has been husked and thrown into piles is molding, and in some sections the corn is reported to be sprouting. Country buyers who have taken written contracts from the farmers for the future delivery of corn, or made them a payment by check, in which the contract is indicated by notation on face of check, will have no difficulty in enforcing the terms of the contract, but those who have made large purchases on verbal contracts and sold for late delivery, will have occasion to squirm three or four times before they get their corn, unless the weather man is induced to shut off the water-fall.

COUNTRY GRAIN buyers who have intelligently conducted advertising campaigns, in the hope of attracting farmers to their elevators, have invariably found the money well invested. Some confine their efforts along this line to the publication of markets in the local paper; others to an annual opening day, with prizes for the first, last, biggest, smallest and best loads of grain, and some issue booklets and pamphlets, containing interesting and valuable information to their farmer patrons. The first to publish a monthly in the interest of crop improvement and better business relations is the Westhoff Grain & Merc. Co., O'Fallon, Mo., which prints and circulates an interesting price current and local news medium, containing valuable hints regarding the improvement of grain crops and roads. The effort is so well directed, it must result in benefit to the farmers, as well as to the grain dealer.



THE SPLENDID pasturage in the middle states during the last three weeks has made all grazing stock happy, and insured the farmer a greater corn surplus to haul to market. Fields everywhere have put on the brilliant verdure of early Springtime, and postponed the day when live stock will be placed on winter feed.

WESTERN SHIPPERS who patronize the C. M. & St. P. R. R. are surely to be pitied. That is the one line which persistently refuses to pay more than 50% of claims made for damage, due to delay of grain in transit. The Milwaukee does not seem to care much about the grain business, as it does not make much of an effort to take care of the grain entrusted to it, nor to honor the claims of the shippers who are forced to patronize it. In our "Leaking in Transit" column this number, will be found 4 cars in one Milwaukee train which were leaking at Hartley, Ia., Sept. 25th. Is it any wonder that Iowa shippers on connecting lines are now routing their grain over other roads whenever it is possible?

THE GENERAL movement by governors to give a new meaning to the 9th day of October each year, is meeting with warm approval by everyone interested in the reduction of the fire hazards, and every mutual company is pressing its policyholders to join the movement, clean up their premises, and correct any fire hazards they may discover by careful examination of their premises. The Grain Dealers National is especially suggesting that some chimneys be carefully inspected, as well as flues, and any defects corrected before the season for hot fires is upon us. This concerted move to celebrate the 40th anniversary of the great Chicago conflagration, by an earnest effort to reduce the fire hazards, is one in which every property owner will be glad to join each year.

SCOOPERS are so unreliable, few receivers care to have anything to do with them. None can afford to pay their drafts, because being in need of money, they are very likely to make an overdraft on the receiver and rob the farmer. Not having any bins in which to classify and grade his purchases, the scooper is greatly handicapped. He must pay the same price for all and dump it all in the same car, regardless of quality, with the natural result that he cannot realize as much on the shipments as the operator of a well equipped elevator. Scoopers also delay the rolling stock of railroads, by being forced to use cars for warehouse purposes, and often are penalized thru failure to load to minimum capacity of car. No community can afford to be without a high license for transient peddlers and sidewalk merchants of this class. They are a disgrace to the town and a detriment to the farmers whose grain they attempt to handle.

THE AMENDMENTS to the Trade Rules of the National Association adopted at Chicago last October, merit the hearty support and endorsement of every grain trade organization in the country. The changes were wise and timely. Every progressive dealer recognizes the advantage to be gained by reducing trade terms and phrases to clear explicit verbiage. The capital at stake is too great longer to permit the use of the old time terms "immediately," "quick" and "prompt." "Calendar days" are clear and have the same meaning in all parts of the country, so there is no excuse in buyers having a different understanding of the terms than the seller, as was often the case when the old terms were used and Sundays were given a different consideration or holidays were legal in one market and not the others.

A LARGE SECTION in central Indiana is involved in an overbidding contest for grain, simply because two firms, hating one another with an intensity that forbids their doing business on a reasonable basis, are paying often more for grain than they can get for it. If only the fighters in this fool money-spending contest were affected, we would gladly say "Sic 'em." Inasmuch as many other dealers, in order to keep peace among their farmers, must pay more for grain than they can well afford, thereby educating the farmers to expect unreasonable prices for their grain, it would be much better for dealers to refuse to pay more for grain than they can afford at any time. Then farmers who are willing to haul grain to the adjoining station for 1 or 2 cts. would go to the fighting point in sufficient numbers to swamp the fighters and thus relieve the innocents at nearby stations.

EUROPEAN IMPORTERS of American corn have suffered so many losses, as a direct result of excessive moisture in cargoes exported from this country, that they seem determined to insist that the percentage of moisture be limited to 16 in No. 2 or sail grade corn. The European International Committee the London Corn Trade Ass'n and the importers of Havre, France, have agreed to insist on this requirement, and also to demand that certificates in regard to the percentage of moisture, from chemists of the U. S. Dept. of Agriculture, shall accompany each shipment. If the foreigners want kiln dried corn, they can easily get it, but they will find it necessary to pay a higher price than for corn containing 19% moisture, and we doubt very much whether they will be willing to pay the difference. American exporters long since expressed a willingness and a desire to give the European buyers exactly what they wanted, and are willing to pay for. They always could and can today get any grade of corn they want, but they cannot expect to get No. 2 at No. 4 price.

DATING Bs/L back, so as to show shipment within the time specified in contract, is a practice long since denounced by the grain trade and proscribed by the Interstate Commerce Commission. On Jan. 20th, 1910, Nov. 17th, 1910, and again on Apr. 3d, 1911, the Commission issued orders relative to irregularities in dating Bs/L, which should for all time set at rest the carrier's right to date a B/L on any date other than that on which the goods were received by it for transportation. The Commission holds that "the practice of misdating Bs/L is not only a violation of the law against making false entries, but it has been the occasion for frauds upon purchasers under time contracts, in which frauds the carrier should not have been accessories." And the Commission goes further and requires that each B/L issued in exchange for B/L on receipt issued by another carrier should bear an express statement of these facts. The Commission recognizes the opportunity to impose upon buyers, by misdating Bs/L. The grain trade has long since decided against the practice, and several arbitration committees have held that a time contract cannot be filled with a shipment originating beyond the seller's station, unless it be shipped from that station within the prescribed time. The point raised by the Oklahoma buyer in "Asked-Answered" column, would seem to indicate that the seller had failed to perform his part of the contract.

#### \$5 PER CAR FOR BULKHEADS.

The railroads are gradually increasing the size of their box cars, until now country grain shippers often are prevented from shipping grain of a given kind or grade by itself, because of their inability to obtain enough of the same kind in their section to make up a minimum carload. Some have sought to get around the penalty for underloading large cars by building in a bulkhead, and filling the car to capacity with different kinds of grain. The growth of this practice has disclosed to the grain carriers an opportunity to get more money out of the grain shippers, and accordingly eastern roads have given notice that after Nov. 1st \$5 extra per car will be charged where a bulkhead is installed in a car.

The shipper invariably builds the bulkhead himself, hence carrier is not put to any extra expense by reason of its use. It does not seem possible that this extra charge can be justified, but of course the carriers do not consider it ever incumbent upon them to justify any charge they wish to make. If they think they can use the money, they simply levy the charge, and if the shippers affected do not protest too vigorously, the charge goes.

Distributors of many eastern towns have in the past offered a liberal premium for small carlots of coarse grains. Their small storage room and small operating capital have made the large carloads of each kind of grain a serious burden to their business, and oftentimes marked changes occur in the market value of their supply of grain, before they can retail all of a large carload. This works an injustice upon the small interior dealer, as well as the western shipper. The \$5 extra per car is indefensible, and the grain trade should not stand for it.



## THE G. D. N. A. CONVENTION.

The 15th Annual Convention of the Grain Dealers National Ass'n., held at Omaha, Neb., this week, was the greatest social success the trade has ever had. As the organization grows older, the members gain more friends, become better acquainted with one another, and naturally desire to visit as much together as is possible, a fact which was more deeply impressed upon the officers of the organization at this meeting than any preceding meeting. Altho the attendance of grain dealers was large, probably exceeding 400 from out of town, still no session, *not* including the banquet, was attended by more than 100 men. The program was well carried out, and the proceedings lagged at no point. The reports were short and interesting, yet few stayed to hear them.

In contrasting the 15th Annual meeting with some of the early meetings of the organization, the close observer is impressed with the marked difference in the character of the matter presented for consideration of those attending the business sessions. The programs of the earlier conventions were given over entirely to the exposition of trade abuses and troubles and suggestions for their remedy. The sessions of the 15th Annual Convention were given over almost entirely to the reports of able committees, actively engaged in correcting the same trade troubles which the speakers at the earlier conventions simply denounced and condemned.

If the organization continues to grow in numbers and influence, it will be advantageous to have its business, such as the reports of the officers and committees, discussed and passed upon by a delegate body or an enlarged Board of Directors, their action to be reported to each member. This would leave the annual convention to be conducted as a mass meeting of all members, who could give their time to visiting and listening to three or four able addresses on trade matters.

The reports of committees are necessary to the organization, but they cannot be expected to attract or hold the average member; who expects to meet fifteen or fifty friends from a distance during the convention, and begrudges every minute he gives to listening to reports, which can readily be perused afterwards.

While the actual work of the organization would no doubt be conducted by about the same earnest workers under a delegate plan, as under the present plan of working, still if the business sessions were held in advance of the mass meeting, it would give the real workers a chance to meet with their friends, and to get closer in touch with the trade of all sections of the country, at the mass meeting. As it is now, they are so occupied with committee work during the sessions, they have little time to meet or talk with their closest friends. The association has grown to the extent that its working plan needs to be altered to meet the new conditions. By so doing greater results will be attained, its membership and influence extended.

## STRUCK BY LIGHTNING.

So many country grain elevators have recently been struck by lightning, the wonder is more properties are not burned. As will be noticed by the list given herewith, many of the losses are small, in fact, some of them are so small that no claim for damages was filed with the insurance company. A number of small losses show that grain elevator owners have come to appreciate the fact that lightning losses can be minimized thru careful watching of property after building has been struck, and the placing of buckets and barrels of salt water at convenient points about the building. The country elevator is so much higher than the average structure of the country town, it affords an attractive mark for lightning.

The damage done by the lightning as a rule is very small (some boards may be splintered or roof torn away) unless the owner neglects immediately thereafter to inspect the building carefully at all points and guard it against an outbreak of fire. In years gone by, many of the buildings which were struck by lightning at night were destroyed because owners did not appreciate the advantage of having them carefully watched the rest of the night.

Profiting by the experience of the past, the elevator owners of today are guarding against these losses, and thereby reducing the lightning hazard and the cost of insurance. Since the first of July we have published thirty-four lightning losses, but doubtless others occurred of which we did not learn. Following is the list:

### 34 ELEVATORS STRUCK BY LIGHTNING.

July 1 to Oct. 1, 1911, Inclusive.

#### ILLINOIS.—(14)

Little York—C. S. Bartlett & Co.  
Mazon—M. Z. Button. \$10,000 loss.  
Delavan—Farmers Eltr. Co. None claimed.  
Elvaston—M. C. Garard & Son, Total loss.  
Middletown—Farmers Eltr. Co. \$150.  
Modesto—Duncan Bros. \$200.  
Edinburg—Edinburg Farmers Grain Co. \$10.  
Reddick—Farmers Grain Co. \$20.  
Lincoln—Spellman & Co. \$3,000.  
Blackland Sta. (Osbornville P. O.)—E. W. Jokisch. \$4.75.  
Fancy Prairie—Fancy Prairie Grain Co. \$50.  
Dawson Park Sta. (Stockland P. O.)—J. A. Mouch. \$100.  
Bongard Sta. (Villa Grove P. O.)—A. C. Kaiser. None claimed.  
La Rose—La Rose Grain Co. \$10.

#### INDIANA.—(1)

Radley—Woodbury - Elliott Grain Co. \$12,000.

#### IOWA.—(4)

Schaller—Kunz Grain Co. Total loss.  
Cedar Rapids—National Oats Co.  
Radcliffe—Kunz Grain Co.  
Staceyville—Farmers Eltr. Co.

#### KANSAS.—(2)

Fowler—J. B. McClure.  
Ashland—Wallingford Bros. \$1,255.

#### MINNESOTA.—(3)

Carlisle—Farmers Co-op. Grain Co.  
Bowls—Chris Borgerding.  
Glyndon—Federal Eltr. Co. \$250.

#### MONTANA.—(2)

Bainville—Mont. & Dakota Grain Co.  
McIntyre & Weir. Both burned.  
Sidney—A. Vaux.

#### NEW HAMPSHIRE.—(1)

Keene—G. H. Eames.  
NORTH DAKOTA.—(1)  
Sykeston—Monarch Eltr. Co. \$8,000.

#### OKLAHOMA.—(2)

Vinita—Union Grain Co.  
Perry—Perry Mill & Eltr. Co. \$1,000.

#### PENNSYLVANIA.—(1)

Waynesboro—West & West (grain warehouse).

#### SOUTH DAKOTA.—(3)

Madison—E. W. Ketcham.  
Sturgis—Rapid River Mfg. Co. Burned.  
Dell Rapids—Cargill Eltr. Co. \$1,000.

Readers who know of any elevators being struck other than those listed in the foregoing, will confer a great favor by giving us a full statement of the facts.

## Leaking in Transit

I. C. 47657, billed Henning, Ill., to Chicago, passed thru Armstrong, Ill., west-bound, Oct. 6, leaking yellow corn at west end-door.—C. L. Wood & Co.

G. N. 6704 leaked about a bushel of wheat while car stood in yard at Rutland, N. D.—F. R. Durant, Minneapolis, Minn.

B. & O. 89485 passed thru Lincoln, Ind., in the morning of Oct. 3, leaking wheat at drawbar.—Watkins & Cripe, per C. F. Cripe.

N. P. 66002 passed thru Beverly, Kan., Sept. 30, going west, leaking wheat over front truck. New Cambria seal.—Chamberlain & Co.

Wabash 60922 passed thru Colburn, Ind., Sept. 30, in train 92, leaking yellow corn over both trucks. Had no chance to repair it.—A. F. Noble.

N. P. 25994 passed thru Twin Valley, Minn., Sept. 29, leaking wheat at side of car about two ft. from end, thru sill underneath the car. I made some repairs while train stopped for water.—Henry Vehle, agt. Thorpe Eltr. Co.

G. N. 12030 passed thru Lakota, N. D., Sept. 28, leaking at end and bottom.—F. R. Durant, Minneapolis, Minn.

I. C. 26598 was leaking corn over bolster on north side as it passed thru Austinville, Ia., without stopping Sept. 26, in train No. 62.—H. Austin Est., per W. G. Austin.

G. N. 8814 was leaking at Everett, N. D., Sept. 26, while passing thru in a freight; not possible to do anything to stop the leaks.—F. R. Durant, Minneapolis, Minn.

G. N. 47324 was leaking while passing thru Everett, N. D., Sept. 26.—F. R. Durant, Minneapolis, Minn.

C. M. & St. P. 54988 passed thru Hartley, Ia., in the morning of Sept. 25, leaking wheat badly at side. We nailed it up the best we could but it was still leaking when train pulled out.—C. H. Betts.

S. A. L. 17318 went east thru Oakville, Ia., Sept. 25, leaking mixed corn at sheathing. Patched same with rags. Loss about half a bu.—W. A. Pegram, mgr. Farmers Grain Co.

C. M. & St. P. 52372 passed thru Hartley, Ia., in the morning of Sept. 25 with end burst out, had been repaired but still leaked wheat.—C. H. Betts.

C. M. & St. P. 45804 passed thru Hartley, Ia., in the morning of Sept. 25, leaking wheat at side.—C. H. Betts.

C. M. & St. P. 49166 went thru Hartley, Ia., in the morning of Sept. 25, leaking wheat at end door.—C. H. Betts.

Soo 24810 passed thru Ottertail, Minn., Sept. 23, loaded with barley; both doors were open and no seal on either. Agt. of one of the companies closed the doors but did not have time to get them sealed.—F. R. Durant, Minneapolis, Minn.

Soo 17854 passed thru Wimbeldon, N. D., Sept. 21, showing a side-door leak.—F. R. Durant, Minneapolis, Minn.

N. P. 18271 passed thru Eckelson, N. D., on its way to Valley City, leaking wheat badly at grain door and side. Patched it up the best we could.—P. E. Knudson, mgr. Eckelson Farmers Eltr. Co.

C. R. I. & P. 57253, loaded with wheat passed southbound thru Pond Creek, Okla., Sept. 16, leaking badly at drawbar. We fixed it the best we could in the short stop made here.—C. F. Brattain, mgr. Johnston & Brattain Grain & Eltr. Co.

### COLLECTED FOR LOSS DUE TO LEAK REPORTED.

Grain Dealers Journal: We want to commend your efforts along the line of reporting leaking cars in transit.

We have had an experience recently that proves the effectiveness of this co-operation of dealers throughout the country. We made a shipment of corn to Cleveland. This shipment arrived showing a large shortage and in the next issue of your journal we saw the report of this car leaking as it passed through Winchester, Ind.

This car was reported by Goodrich Brothers, grain dealers of that city, and the published report was the means of us getting an immediate settlement as this was positive proof that the car leaked in transit.

We have made a solemn vow that we will report any cars that we discover leaking while passing our station, that others may enjoy the benefit of this co-operation as we have done.—Sincerely yours, Noblesville Milling Co., C. B. Jenkins, Noblesville, Ind.



## Letters From Dealers

[Here is the grain dealer's forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

### PROVED CLAIMS PAID QUICKLY.

*Grain Dealers Journal:* The C. G. W. R. R. is getting right to the front in regard to claims. I had a shortage in wheat to Chicago. Sent in claim Sept. 18, 1911, and received check today, Oct. 2, 1911, for claim. That is getting them thru quick.—Yours truly, F. H. Griggs, Stillman Valley, Ill.

### WITHDRAWS COMPLAINT AGAINST DETROIT WEIGHTS.

*Grain Dealers Journal:* When I sent you the question regarding shortage at Detroit, I had not received inspector's report on the weighing of the grain. I have not had the scales at this elevator tested since I have been here, but my weights have always fallen under scales at destination except once. I will abide by the Detroit weights on my oats.

I can not say that my weights are right but I kept track of all the oats that I bot from July 1st and it exceeded the weights returned on my shipments by 240 bus. Since I received reports on the weighing at Detroit I am satisfied the trouble was not there. The loss was due either to shrinkage in transit or my wagon scales are also out of order.—A. J. McFadden, New Waverly, Ind.

### CANADIAN FARMERS DID NOT LOSE.

*Grain Dealers Journal:* I am surprised that you made such a mistake as you did in referring to the fact that the farmers of Canada had lost ten cents per bushel on their wheat, because reciprocity did not pass. I am quite well aware that Minneapolis wheat advanced ten cents per bushel after the rejection of reciprocity by this country, but you should know that this advance was caused by the fact that Canadian wheat would not enter United States free. It was expected that, had the pact passed, Minneapolis wheat, instead of advancing, would decline, and in such a case, our farmers would not receive any more for their wheat than it is worth in Winnipeg, which is based on Liverpool values.—Yours very truly, H. D. Metcalfe, Winnipeg, Man.

Comparing Winnipeg December wheat with Liverpool December wheat the Winnipeg future sold Sept. 21 before reciprocity's defeat at a closing price of 98 $\frac{3}{4}$ ¢, and Liverpool closed at \$1.07 $\frac{1}{2}$ ¢. On Sept. 23 after the vote Winnipeg dropped to a closing price of 97 $\frac{1}{2}$ ¢ while Liverpool advanced to a close of \$1.07 $\frac{1}{2}$ ¢; and Winnipeg has since sold lower yet in the face of bad harvest weather. During the week before the vote Winnipeg December advanced from 96 $\frac{1}{4}$ ¢ to 98 $\frac{3}{4}$ ¢ on the expectation that reciprocity would be adopted, only to lose the advance when entry to the big markets south was cut off. The Canadian surplus not being large enough to control the United States wheat market, in years of scarcity in either country, the price of the grain in both countries

must fluctuate upward, the limit of the upward movement being the 25-cent duty keeping out other than Canadian wheat.

"What would have happened had reciprocity with Canada carried is suggested by the fact that at Winnipeg December wheat closed yesterday, Oct. 6, at 96¢ and the same delivery at Minneapolis at \$1.08 $\frac{1}{2}$ ¢, while Winnipeg advices were to the effect that there was no export demand for their higher grades at better than 2¢ under cost."—*Chicago Evening Post* of Oct. 7.

### HEDGING A PROFITABLE INSURANCE AGAINST FLUCTUATIONS.

*Grain Dealers Journal:* We have just closed out our oats which we bot during July at the cash market prices and had hedged with sales of December delivery. We held the oats in our elevators and secured the carrying charges, which we think is a much better plan than storing for farmers and losing the carrying charge on all stored grain shipped out and hedged.

We held 20,000 bus. and made a profit of about 5 cents per bushel on the deal without speculating a bit. Yours for better grain trade methods.—W. H. Haynes, mgr. Penrose Elevator Co., Penrose, Ill.

### THE UTILIZATION OF COBS.

*Editor Grain Dealers Journal:* Page 439 of your Sept. 25 issue contains an article by Mr. N. A. Cobb of Washington, D. C., on the utilization of corn cobs. It does seem wasteful to throw away fourteen pounds of every bushel of corn that is raised in our country. How can it be prevented?

Some few years since I thot cobs could be used in the manufacture of linoleum and opened correspondence with a large establishment in Philadelphia. They said they had never thot of it and if I would send them a sample they would give it a trial.

I ground and sifted into three grades a reasonable quantity and sent it to them. Some months after I received word that the product was unsatisfactory. They gave no reason, but I judged this way. Linoleum is made of cork, which is a non-absorbent. Cobs are the opposite and hence when placed on a floor would not permit much water to be used or allow very much dampness, which would not suit the average housewife. There may have been other reasons. I do not know.

Then the idea as expressed in your journal presented itself. I wrote a pulp factory in New York. I suggested that in case cobs could not be used separately they might supplement wood when it became scarce, as it undoubtedly will in the course of time. They replied they had tried the experiment and cobs could not be used. I asked if the reason was that paper required a fibrous material while cobs are cellular—and they said yes. So that proposition fell to the ground.

There is certainly some place where they can be used, but where? Twenty million tons of farm product thrown away every year is a large amount, and it should be utilized if possible. Cobs are rich in potash, but as your article says, it is hardly possible to return them to the soil the same as stalks. They do not decay readily and so are objectionable when spread over a field. If they could be ground before using, they would the more easily absorb moisture and decay more rapidly, but the cost of this might be more than the profit.

Chemistry may yet find some combination by which this great by-product can

be utilized. Every elevator in the land would hail with delight such an accomplishment, to say nothing of the added revenue.—Very respectfully, T. B. Marshall, Sidney, O.

### NEVER DISCRIMINATED AGAINST WABASH GRAIN.

*Grain Dealers Journal:* There has been quite a little discussion in the Grain Dealers Journal concerning discrimination by the railroads, especially the Wabash, against the Buffalo market. As we see it, this discrimination has existed with some of the buyers in that market.

We have bot a large line of both corn and oats for Churchill Grain & Seed Co., Buffalo, all year and never have discounted the shipper on account of the grain originating on the Wabash or being delivered Wabash.—Yours very respectfully, C. A. Burks & Co.

### NEW PRES. OF MINNEAPOLIS Chamber.

John R. Marfield has been unanimously elected pres. of the Minneapolis Chamber of Commerce, an honor he richly deserves as a recognition of his work in the interests not only of the Minneapolis dealers, but of those interests represented by the Grain Dealers National Ass'n and the Council of Grain Exchanges, in whose proceedings he has been an active participant.

Mr. Marfield confesses to being a native of Ohio. Modesty forbids mention of other particulars of personal history; but in a large circle of acquaintance Mr. Marfield is highly esteemed as a broad-gauge grain merchant. His portrait is reproduced herewith.



John R. Marfield, Minneapolis, Minn., New President Chamber of Commerce.



## Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

### WANT NAMES OF MANUFACTURERS OF BURR STONES.

*Grain Dealers Journal:* Where can we procure a list of the manufacturers and users of burr millstones?—Thos. H. Dallett Co., Philadelphia, Pa.

### DATE OF ORIGINAL B/L GOVERNS.

*Grain Dealers Journal:* In my judgment the date of the original B/L at point of original shipment should govern all matters that rest upon the time of shipment.—Alvin H. Poehler, Minneapolis, Minn.

### IS STEEL OR CONCRETE THE BETTER FOR TANKS?

*Grain Dealers Journal:* We are going to construct a steel or concrete tank at this place during the next few months and would like to have information as to which material will give the better satisfaction.—Cruikshank & Bennett, Hoytville, O.

### WHERE OBTAIN GROUND CORN COBS?

*Grain Dealers Journal:* We understand a western distillery recently made a shipment of ground corn cobs to Germany to be mixed and used for feeding to stock. We would like to have the name of this distillery, as we have been in search of a firm that manufactures this grade of feed.—L. & Co.

### WHAT IS THE MATTER?

*Grain Dealers Journal:* The query of Geo. McAdams in regard to shortages at Peoria prompts me to write that one of my cars reported there as leaking at end had no end doors. A car of oats I shipped to Peoria graded No. 4, while a car from the same lot graded No. 2 at Chicago. What is the matter?—C. E. Stumbaugh, Abingdon, Ill.

### ELECTRIC BIN INDICATOR WANTED.

*Grain Dealers Journal:* Do you number among your advertisers anyone who sells an electrical device or indicator for showing when a grain bin is filled to its capacity?

We are in need of such a device, and will appreciate very much if you will give us this information.—Yours truly, Callahan & Sons, Louisville, Ky.

### INFORMATION ON MARKETING GRAIN WANTED.

*Grain Dealers Journal:* I would like to get some information on the marketing of grains, with particular reference to some of the things that the farmer might do in the way of cleaning and preparing the grain for market that would enable him to market it to better advantage. Also something along the line of transportation, freight charges and disposal at the terminal market, this of course referring to the business of marketing grains from the grain dealer and

elevator man's standpoint. I would like to use this information in conducting an advanced class in Seeds and Market Grains. Some of the students expect to enter the elevator business after completing their course.—Very truly yours, G. Livingston, Dept. of Agronomy, College of Agri., Columbus, O.

### CAN USE CORN COB MEAL.

*Grain Dealers Journal:* We note that you are making an effort to find a use for corn cobs. We feel certain that we could use them in the manufacture of cleaning compounds, if we could secure fine cob meal in carload lots. If anyone has undertaken to manufacture such a meal in large quantities, we would be pleased to know of their success, how expensive it is, and whether or not we would be able to obtain such products on the market.—Cleaning Products Co.

### WHY NOT FILE CLAIM AND GET IT?

*Grain Dealers Journal:* Western Illinois shippers do not seem to realize what their losses from shrinkage and undergrading amounts to annually. Many do not file claims with the railroads for losses—in fact, some do not seem to know how to do it. Some admit that they tried it once, but with no success, so they did not attempt it again. Do they love the railroad less than their own property or more? Why not file claims for what carriers lose for you and follow up monthly?—R. A. Y.

### CHARGING INTEREST ON ADVANCES.

*Grain Dealers Journal:* Up to this time I have not charged and do not charge interest on money advanced. Chicago does it, and sometimes unfairly.—C. G. Egly, Berne, Ind.

*Grain Dealers Journal:* The only interest charges that we know of being charged shippers on grain is where the grain is bot on Chicago or St. Louis terms. The buying of grain "track" is done so merely for the convenience of the shipper. The terms on which the grain is sold govern the other conditions. The interest is usually figured from the time the draft is paid until the car is unloaded at the elevator. I do not believe track buyers are in the habit of charging interest on shipments except where the grain is bought on certain terms such as Chicago and St. Louis terms.—F. G. Heinmiller, Lafayette, Ind.

### DEALING IN FUTURE WHEAT?

*Grain Dealers Journal:* Kindly give me some information about dealing in future wheat. Explain the margin in long and short operations. Does it increase or decrease as the price of wheat fluctuates? If I buy December at 95 and it rises afterward, do I have to hold it until December to take the profit? If not, how and from where does it come?—K. L. McKinsey, Baltimore, Md.

*Ans.:* Margin is a deposit with the broker, or in a bank to his credit, to protect him from loss on the customer's account. If the customer has bot and the market falls the amount of margin required increases. If the customer has sold short and the market rises, the customer must increase his margin. The purchase of December can be closed the same day or any following day until Dec. 31, and the profit comes from a customer who buys later and higher.

### MUST SHIPMENT ORIGINATE AT SELLER'S STATION?

*Grain Dealers Journal:* A question has been raised in Oklahoma that our Trade Rules do not cover, nor can we find any that do, consequently we are asking you for information as follows:

We will say for the sake of argument that I buy a car of corn from a Kansas City dealer at 76c per bushel, basis f. o. b. Shawnee, Okla., delivered R. I. shipment within prompt days, shipper's weights and grades to govern. We appreciate under the terms of this contract that it makes no difference to the buyer where this grain originates so long as it moves within the life of the contract and is delivered in Shawnee, Okla., over the Rock Island lines. Our trouble seems to be, however, in the seller originating the grain outside of Kansas City and moving it in that direction within the limit of the contract, and when it reaches Kansas City the original B/L is surrendered and in lieu thereof a new B/L is issued dated four days after the expiration of the contract, intended to carry this car to its destination and make it applicable on contract. My contention in the matter is that a diversion stamp has no bearing unless dated within the life of the contract. What is right?—H. A. P.

### SHIPMENT MUST BE STARTED FROM SELLING POINT WITHIN TIME SPECIFIED.

*Grain Dealers Journal:* Relative to purchase of a car of corn from a Kansas City dealer by H. A. P. at 76c a bushel, basis of F. O. B. Shawnee, Okla., delivered R. I. shipment, within prompt days, shippers' weights and grades to govern, will say the case seems to base on the fact that shipment originated beyond Kansas City and owing to transfer did not move out of Kansas prior to the lapse of the days specified in the time of shipment.

The writer takes the position that the grain should have left Kansas City within the time specified in the terms and the shipper is liable to the buyer for failure to fulfill contract as set forth.

A similar case in every detail was decided by the Arbitration Committee of the Grain Dealers' National Ass'n in favor of the Halliday Elevator Co., against the Davenport Grain & Elevator Co.—Very sincerely yours, H. E. Halliday, Cairo, Ill.

### MUST B/L SHOW DATE OF ORIGIN?

*Grain Dealers Journal:* In reply to H. A. P., with regard to the application on contract of a car apparently shipped after the expiration of contract I would state that the time of shipment is a question of fact and this determines whether the car can be delivered on contract.

If the dealer at Kansas City surrenders the original B/L when the car reaches Kansas City and accepts in lieu thereof a new B/L dated four days after the expiration of the contract, he should be required to furnish the buyer satisfactory evidence that the car was loaded earlier, as shown by original B/L.

The surrender of the B/L and issuance of diversion order having been purely for the convenience and profit of the seller it is his duty to furnish documents equal in all respects to those the buyer expected under the contract. The sale having been made for shipment in a specified number of days the buyer is entitled to know the actual date of shipment. Your contention that the diversion stamp is not conclusive evidence unless dated within the life of the contract is correct.—A. L. D.



# Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

## CANADA.

Regina, Sask.—Estimates compiled from reports to the Saskatchewan Department of Agriculture show 5,598,235 acres of wheat thruout the province this season, 2,291,823 of oats and 246,166 acres of barley; compared with 4,664,834 acres of wheat, 2,082,607 of oats, and 238,394 acres of barley in 1910.

Ottawa, Ont.—As estimated Aug. 31 total yields in Canada were: spring wheat, 186,928,000 bus.; oats, 368,153,000 bus., and barley, 51,559,000 bus. Average yield per acre: 19.1 bus. of spring wheat, 35.8 of oats and 28.7 bus. of barley; compared with 12.2 bus. of spring wheat, 28.7 of oats and 21.4 bus. of barley per acre reported at the same date last year. Estimated condition of spring wheat on Aug. 31 was 86.8%, oats 84.4%, barley 84.73%, rye 70.51%, peas 72.17%, beans 80.92%, buckwheat 79.96%, mixed grains 82.24% and corn for husking 81.46%; compared with spring wheat 79.05%, oats 80.03%, barley 80.51%, rye 84.15%, peas 72.84%, beans 83.69%, buckwheat 87.06%, mixed grains 90.96%, and corn for husking 84.82% of condition at that date last year.—Archibald Blue, chief of the census and statistics office.

## IDAHO.

Potlatch, Ida.—Grain crops only fair, from 35 to 36 bus. Hay very good, of good quality and a large yield.—H. M. Aslemy.

## ILLINOIS.

Peoria, Ill.—Old corn is about all cleaned out.—F. W. Arnold.

Spencer, Ill.—Crop around here fine; considerable grain moving as prices are good.—Agt. H. F. Stellwagen.

Bloomington, Ill.—Some old corn back; not as much as last year. It will move when weather permits.—R. C. Baldwin.

Stillman Valley, Ill., Sept. 23.—Fair crop of corn now out of way of frost. Large acreage of wheat is being sown.—F. H. Griggs.

Saybrook, Ill., Oct. 4.—Corn about 75% of a crop, is being damaged slightly by excessive rains.—J. W. Null of Shearer-Null Grain Co.

Bloomington, Ill.—The heavy rains of late will benefit the farmers, as pastures have renewed themselves a great deal.—Ralph Hasenwinkle.

Galva, Ill., Oct. 5.—Corn will average 50 bus. Oats 35 bus. and spring wheat from 8-10 bus. Ten per cent of grain back.—A. Seward, agt. Thayer Grain Co.

Ernie, Ill., Oct. 6.—Crops good in this vicinity. Corn is excellent, well matured and of a quality seldom better. No frost so far.—Jas. McKendrick, agt. Huntingt Eltr. Co.

Milmine, Ill.—Continued rains have caused much of the corn to fall and rot, both quality and quantity will be short this fall. No old corn unsold in territory.—Hamman Bros.

Surrey, Ill., Oct. 5.—Small grain and old corn is well cleaned up in this locality. Small grain yields were rather light this year; corn crop fair.—W. G. Curtis, agt. Anderson Grain Co.

Fairbury, Ill., Sept. 26.—New corn not looking very favorable in this locality. No rain all summer and too much now. Some complaints of down corn.—N. B. Claudon & Son, per C. J. Claudon.

Oneida, Ill., Oct. 5.—Good average crop of corn, 45 to 50 bus.; oats ranged from 35 to 40 bus.; wheat was a very light crop. Hay crop short. Very little old corn back, plenty of oats.—L. B. De Forrest & Co.

Malden, Ill., Oct. 4.—Oats averaged 30 bus.; winter wheat, 20 bus. per acre, and corn will run from 40 to 75 bus. No old corn. Most of the oats back; no grain moving.—F. S. Wright, agt. Neola Eltr. Co.

Sandwich, Ill., Oct. 3.—Corn good, 50 bus. average; quality depends on weather. Oats averaged 50 bus., but not up to average quality or weight. Winter wheat good average crop. Most of old corn in, and oats moving freely. Farmers not sowing much winter wheat.—R. C. Coy, agt. James A. Patten.

Buda, Ill., Oct. 4.—Oats averaged 30 bus. per acre. Winter wheat made from 10 to 25 bus., hardly any spring wheat. Corn will average 35 bus. No old corn back. No grain moving.—F. G. Lindner of Lindner & Co.

Kewanee, Ill., Oct. 5.—Good prospect for a good corn crop. Oats made about 45 bus.; winter wheat, about 20 bus., but spring wheat poor. Slow movement in grain. Some old corn to come in.—W. B. Cavanaugh.

Galva, Ill., Oct. 4.—Corn will average 50 bus. Oats ranged from 35 to 70 bus., averaged 45 bus. Spring wheat failure; fall wheat from 20 to 30 bus. Nearly all corn in, and very few oats back.—J. W. Williams, mgr. Galva Grain & Eltr. Co.

Mendota, Ill., Oct. 4.—Good prospect for corn but much depends on weather; wind has damaged it some. Oats averaged 40 bus. but heavy rains damaged some. Recent rains holding grain back.—Mgr. Mendota Farmers Eltr. & Supply Co.

Earlville, Ill., Oct. 3.—Oats averaged 35 bus. per acre; winter wheat, 15 to 18 bus., quality fine. Corn will average 40 bus., quality fair. Spring wheat was a failure. Not much winter wheat is being sown. Farmers are holding oats.—Alvin Kaminsky.

Galesburg, Ill., Oct. 6.—Corn will make 40 bus. per acre; some down on ground but damage not much. Oats are an average crop, 40 to 75 bus.; wheat poor, will average 11 bus. Rain is tying grain up. Some oats, wheat and corn back.—Roy L. Piatt.

Earlville, Ill., Oct. 3.—Corn good, average 50 bus. Oats 45 bus. Winter wheat averaged 25 bus.; spring wheat poor. About 25,000 bus. old corn left, 25,000 bus. oats back. Rains holding grain back.—C. C. Kelly, mgr. Earlville Grange Grain Co.

Abingdon, Ill., Oct. 6.—Complaints of corn sprouting in husks and molding on ground, will probably grade No. 3. Oats yielded 35 bus. per acre; wheat, 3 to 5 bus. Rain is holding grain back; 30,000 bus. of corn back and some wheat.—C. E. Stumbaugh.

In western Illinois oats have turned out better than expected but corn, the good in quantity and quality before the rains, has been greatly damaged by wind and rain. Reports indicate that on low lands the corn has begun to sprout and on high lands ears are molding.—X.

Malden, Ill., Oct. 4.—Oats made 40 bus. per acre; wheat, about 22; rain damaged much wheat; corn will average about 50 bus. Farmers are sowing about 60% of the average acreage in winter wheat. Corn and oats nearly all in.—A. M. Malonee, mgr. Malden Eltr. Co.

Galesburg, Ill., Oct. 2.—Corn damaged some by rain, will yield probably 2-5 bus. per acre, but that on high land is not damaged much. Oats made about 30 bus.; wheat 12 bus., No. 3 in quality. No grain moving. No corn, but some oats back.—Edmund Lundgren, Anderson Grain Co.

Cameron, Ill., Oct. 6.—Corn usual acreage, yield 35 to 38 bus., poor quality, growing down in mud. Oats averaged 30 bus., fine quality; wheat, 7 bus. to acre, poor quality. Practically all old corn is in. Farmers are beginning to bring in new corn.—D. C. Johnson, agt. Roy S. Piatt.

Princeton, Ill., Oct. 4.—Oats made from 40 to 45 bus. per acre; winter wheat, 20 to 25; spring wheat, 10 bus. Corn will average 50 to 60 bus. All grain threshed before the rains was of excellent quality but that threshed after was very poor. Rain prevents grain from moving.—Lucian Bass, mgr. Princeton Farmers Eltr. Co.

Galva, Ill., Oct. 5.—Crop in good condition but some complaints about warm wet weather rotting corn. Oats made a better than average crop in both quality and quantity. More winter wheat is being sown than last year. Some old corn yet back, its movement has been delayed by wet roads.—Anthony Seward, agt. W. A. Fraser Co.

Sullivan, Ill., Oct. 5.—Some time ago farmers sold considerable of the new crop of corn at 50c and thereabouts. Rains, wind and high waters have destroyed or damaged much corn. That blown over so the ears touch the ground has been badly damaged and even that standing up with ears pointing upward has been injured, as the water has run down into the ear and is held by the husk while the points of the ears exposed are sprouting. At present it appears that much corn will be of doubtful grade. I hoped we would have a crop of good sound corn once more, so the moisture test would not be needed. Much wheat intended to be sown has been abandoned on account of corn being down so badly.—A. P. Powers.

Galesburg, Ill., Oct. 6.—Corn will be of fair yield but quality poor on account of wind blowing it down and wet weather rotting it. Oats made 40 bus. per acre and of good quality; wheat, 12 bus., quality good. No grain moving. Old corn and wheat in but nearly all oats of the new crop back. Rain has prevented farmers from sowing winter wheat.—E. T. Larimer, mgr. Farmers Galesburg Eltr. Co.

Galesburg, Ill., Oct. 5.—So much rain lately that farmers are not hauling grain. All old corn is practically in and the oats back are being held for higher prices, so the grain man has time to attend society functions. Corn has been damaged some by rain and wind but no definite locality, the loss runs in streaks. Farmers complain some of corn rotting and molding where it has been shocked too early and in large shocks.—X.

## INDIANA.

Lyons, Ind., Sept. 25.—Think corn will be ready to shell about Nov. 1.—Geo. W. Topping & Co.

Indianapolis, Ind., Oct. 7.—If rain continues we can expect damaged and mouldy corn, as thousands of acres of corn in southwestern Indiana are covered with water, excessive rains, streams overflowed.—F.

Rolling Prairie, Ind., Oct. 3.—Wheat seeding about completed, acreage normal; abundant corn crop fully matured. Marketing of all grain is slow. Farmers are disposed to hold for higher prices.—Redington & Morgan.

Leesburg, Ind., Oct. 2.—Corn is maturing well and most of it is out of the way of frost. We will have a fair crop. Very little old corn in farmers' hands. Have had a nice run of oats of good quality but have been bothered with weed seed and dirt in some; about 30% yet in farmers' hands. Wheat seeding is progressing slowly on account of rain. Farmers delayed hoping to avoid the fly and so are late in sowing; not over 40% now sown, but with good weather could be finished in a week to 10 days. A good acreage of rye is being seeded. Grain of all kinds is moving very moderately. The farmer wants 2c to 5c more than we are offering.—Wm. Baugher, mgr. Leesburg Grain & Mfg. Co.

## IOWA.

Alden, Ia.—Crops not as good as expected, corn 20 to 45 bus., oats 35, moving freely.—A. A. Burke, mgr. Farmers Eltr. Co.

Garrison, Ia., Oct. 2.—Corn husking will start in this section the latter part of this week. As yet no frost. Corn crop will be a bumper.—B. L. Mull, agt. Stockdale & Dietz Co.

Burlington, Ia., Oct. 7.—Corn outlook good, but much was cut for fodder. Oats light, but good quality, made 10 to 20 bus.; wheat, 10 bus. Not much old grain back.—M. F. Derby, Derby Mills.

Fairfield, Ia., Oct. 7.—Corn will average 25 bus.; shocked too soon, rotting. Oats yielded 20 to 45 bus. per acre; wheat, 12 to 20 of good quality. Some old oats and corn back.—Sanford Ziegler.

Fairfield, Ia., Oct. 7.—Corn 75% of a crop; wet weather is damaging fodder. Barley averaged 30 bus. per acre; fall wheat, 18 bus., quality fine. Not much corn but half the oats back. No grain moving.—X.

## KANSAS.

Florence, Kan.—Wheat is of good maturity but not a large yield and a small acreage. Corn will make about a fourth of a crop and kafir corn a half. A large acreage of wheat is being put out this fall.—George C. Corle.

Sabetha, Kan., Sept. 30.—At our stations between Horton and Fairbury on the R. I. corn conditions are about as last year, a fair average crop. We have raised the best wheat crop this last season that we have seen in 10 years. The acreage going in is larger than usual and ground is in fine shape.—F. A. Derby, pres. Derby Grain Co.

## MICHIGAN.

Lansing, Mich., Oct. 7.—The final estimated total yield of wheat for the state is 14,144,000 bus. Wheat acreage sown this fall compared with average for past 5 years in the state and southern counties is 93%, in central counties 91%, in the northern counties 94% and in Upper Peninsula 92%. The average date of sowing wheat in the state is Sept. 18. Acreage of rye sown this fall compared with that of the last 5 years is 87% for the state. The estimated average yields per acre for the whole state are: oats 27 bus., corn 32, buckwheat 14 bus., and beans 12. Counties which harvested over 10,000 acres of beans in the year 1909 report a damage of 25 to



50% on this year's crop by excessive wet weather.—Frederick C. Martindale, Sec'y of State.

## MINNESOTA.

Hatfield, Minn.—No grain here this year.—J. B. Scheier.

Airlie, Minn.—About a quarter of a crop here this year.—Walter Parks.

Pennock, Minn.—Light crop this year, about 75% of last.—C. Nordgren, mgr. Farmers Eltr. Co.

Villard, Minn.—Crop very poor; feed crop short both last year and this.—R. L. Smith, successor to A. Johnson & Son.

Pipestone, Minn.—Crop almost a total failure owing to dry weather.—I. L. Demaray, mgr. Farmers Co-op. Co.

Stewart, Minn., Oct. 6.—Wheat will average about 12 bus. per acre in this locality; flaxseed, 10 bus.—A. J. Schmitz.

Woodlake, Minn., Oct. 6.—Wheat yielded 15 bus. per acre; oats, 30; barley, 20; corn, 40. Threshing is about done. Plenty of rain this last week.—J. F. Rodeck.

Jackson, Minn.—A half crop this season compared with the largest crop ever handled at this station last season, over 1,200,000 bus. of grain.—E. P. Allison, agt. Rippe Grain & Mfg. Co.

Badger, Minn.—Corn, barley and rye are fair crops. Wheat was damaged by rust, will average 15 bus.; flaxseed, 15; rye, 36; oats, 40 to 58; barley, about 35 bus.—Thos. Bily, agt. Red Lake Falls Mfg. Co.

Maynard, Minn.—Crops are fair. Wheat will yield about 13 bus. per acre; barley, 22; oats, 35; flaxseed, 12. More wheat sown this year than last. Corn is fine.—F. J. Fredine, mgr. Farmers Eltr. Co.

Windom, Minn., Sept. 28.—Oats and barley are almost a failure this season. Corn is fair and wheat will yield from 5 to 10 bus. per acre. Not much grain to ship out; will have to ship in seed.—C. W. Gillam.

Kragness, Minn., Oct. 7.—Threshing all done in this section of the Red River Valley. Farmers are busy hauling potatoes and the grain business is very quiet while the potato season is on.—A. R. Uecker, agt. Imperial Eltr. Co.

Halstad, Minn.—Average yield of wheat in this territory this season is 15 bus. per acre; oats, 40; barley, 30; rye, 21. Quality of wheat averages No. 3; oats and barley medium. This station will handle about 300,000 bus.—Andrew Bye, mgr. Northwestern Eltr. Co.

Delft sta., Windom p. o., Minn.—We have almost a total crop failure this year

due to lack of moisture and hot winds. About 10,000 bus. of grain, mostly wheat, will be marketed at this station this year, compared with 200,000 bus. last year. Will have about half a corn crop.—C. Beier, mgr. Carson Farmers Eltr. Co.

## MISSOURI.

Kansas City, Mo.—A lot of what now appears perfect corn will not be so good when husked. Looks like a good kafir corn crop.—Snodgrass & Co.

Mercer, Mo., Oct. 2.—Almost continuous general rains in the last two weeks. Corn crop is practically past all danger from frost and is maturing rapidly, some improvement because of the late rains. A large amount of corn cut up before the rains is now spoiled by the wet weather, corn in shocks also damaged, will make some soft corn. Some reports of corn falling down in fields on account of excessive wet weather. Meadows green as spring time; plenty of fall pasture will curtail feeding of new corn. Old corn is selling here today at 63c; new corn is being contracted at 50c to 52c.—A. A. Alley, mgr. Alley Grain Co.

Columbia, Mo., Sept. 30.—Present condition of corn is 74% compared with 71% a month ago and 85.8% a year ago; quality is now 78% but with continued rainfall it will be much less. From every section of the state come complaints of corn spoiling in the shock and of much wormy, defective corn. Many ears are chaffy with grains loose on cob. Several counties report some corn for shipment but a few counties will be short. The part of the corn crop now safe from frost is estimated at 84%, compared with 70% a year ago; 52% of the corn crop has been cut for fodder or put in silos. Too much rain has greatly interfered with wheat sowing; about 50% of the ground has been seeded. Soil condition is 89%. Acreage compared with that of last year is estimated at 116.4% but these figures are not final. Complaint comes from a few counties that army worms are working on wheat and other vegetation.—T. C. Wilson, sec'y Mo. State Board of Agr.

## MONTANA.

Orlando, Mont., Oct. 6.—Our crops were very good this season but the market is poor from lack of transportation.—H. J. Faust, pres. Blackfoot Commercial Co.

Wibaux, Mont., Oct. 7.—Average yield of oats in this locality is 15 bus. per acre; wheat about 7. Barley very poor, some good corn. Late rains did much damage to the grain not threshed.—H. B. Hanson, mgr. Wibaux Eltr. Co.

## NEBRASKA.

Fairmont, Neb., Oct. 7.—Wheat is about all sown here and is coming up fine, average acreage. Corn will average about 22 bus.; no oats. Alfalfa is turning out a large amount of seed. Hay will be high this winter.—Charles L. Cox.

## NEW ENGLAND.

Burlington, Vt., Oct. 4.—Corn crop fair this year.—Jones & Isham.

## NEW JERSEY.

Pemberton, N. J., Sept. 23.—Wheat, rye and corn will make good crops. Hay crop very short.—Eber DeCou.

## NORTH DAKOTA.

Balfour, N. D.—Barley crop is small, 10 bus., considerable rye has been sown.—E. W. Meinhardt.

Martin, N. D.—Flax crop fair, most will not ripen, will average 10 bus.—F. W. Samuels, agt. Woodworth Eltr. Co.

Granville, N. D.—Flax fair, lots green although some cut, will average 7 bus.—Geo. Lippman.

Balfour, N. D., Sept. 26.—Flax is green, especially the late flax, will average 7 bus.—E. E. Schimmel.

Tower City, N. D., Oct. 3.—Flax crop is small, 7 to 10 bus.—F. C. Barry, agt. Great Western Grain Co.

Barlow, N. D., Sept. 29.—Flax fairly good, 9 bus.; very little threshed.—Wm. Pfau, agt. Monarch Eltr. Co.

Manfred, N. D., Sept. 28.—Flax fair, 8 bus.; very little threshed.—R. Jacobson, agt. Osborne-McMillan Eltr. Co.

Cogswell, N. D.—With normal crop about 200,000 bus. will be marketed here, but only 45,000 this year.—Indpt. Eltr. Co.

Harvey, N. D., Sept. 26.—Wheat 5 bus., quality fair, grading 2 to 3 mostly. Barley crop poor, 10 bus.—S. S. Renfrew.

Jamestown, N. D., Sept. 30.—Most of the barley is colored, 8 to 30 bus. per acre. Flax fairly good, especially the late flax, 8 to 20 bus. Early flax is a failure.—Geo. Game, prop. The Farmers Elevator.

Nome, N. D., Oct. 4.—Flax acreage is not very large this year, yield about 10 bus., good quality.—W. W. Cooke, agt. Monarch Eltr. Co.

Cleveland, N. D., Sept. 30.—Flax from 8 to 10 bus. Barley light, 15 bus. per acre.—C. H. Schwarz, mgr. Cleveland Farmers Eltr. Co.

Lucca, N. D., Oct. 4.—Barley good, 30 to 35 bus., grading No. 1 feed mostly. Threshing all done.—Fred Dahl, agt. Monarch Eltr. Co.

Berlin, N. D.—Wheat, 6 bus.; oats, 19 bus.; flax an average crop, 8 bus. Corn crop good.—A. H. Freie, agt. Andrews Grn. Co.

Starkweather, N. D., Oct. 4.—About 75% of wheat threshed, grading mostly No. 2 and 3. Very little flax threshed.—Fred Magnus.

Sanborn, N. D., Oct. 2.—Flax threshing just commencing, yield 7 to 12 bus., fairly good quality.—Dan Leif, agt. Andrews Grain Co.

Granville, N. D.—Wheat 5 bus., fair quality, grading 2 or 3 mostly. Rain delayed threshing.—R. L. Richardson, mgr. Farmers Eltr. Co.

Carrington, N. D., Sept. 28.—Flax 9 bus., very little threshed. Barley 20 bus., grading mostly feed.—C. M. Irons, mgr. Farmers Eltr. Co.

Buchanan, N. D.—Crops are very light here. Rains this fall have damaged most of the grain.—A. E. Rieman, agt. Occident Eltr. Co.

Fessenden, N. D., Sept. 27.—Flax 10 bus., late flax green, a week of warm weather is needed.—P. H. Fahey, agt. Occident Eltr. Co.

Hunter, N. D., Sept. 25.—Threshing finished, yield below expectations, grain to grade No. 2 and 3 mostly. Corn crop good.—Hans P. Feihl.

Harvey, N. D., Sept. 26.—Flax still green, 10 days of warm weather needed to ripen it, will yield 7 bus.—H. T. Kamps, mgr. Harvey Merc. Co.

Oriska, N. D., Oct. 3.—Barley 25 to 30 bus., grading No. 1 feed, practically all threshed. Flax 10 bus.—C. H. Ferguson, agt. Andrews Grain Co.

Anamoose, N. D., Sept. 27.—Wheat crop poor, 4 bus., quality poor, grading 2 to 4. Farmers holding it.—Dan Derman, mgr. Schmidt-Gulack Eltr. Co.

Cogswell, N. D.—The grain is just about all threshed; yielding 12 to 15 bus., quality No. 2 and 3 mostly.—G. H. Bristel, mgr. Clifford Farmers Eltr. Co.

Buttville, N. D., Oct. 5.—Grain crop badly damaged by rust. Most of the wheat graded No. 2 and 3. Most of the crop has been marketed.—S. Bolstad.

Lehr, N. D.—Wheat, 1 to 8 bus.; flax, 1 to 10 bus.; barley, oats and speltz, 5 to 15 bus. Two-thirds of crop to thresh. Grain moving slowly.—J. H. Jenner.

Nome, N. D.—Wheat poor quality, grading No. 4, 8 to 10 bus. Very near all threshed, farmers selling freely.—Paul Johnson, mgr. Nome Grain Co.

Anamoose, N. D., Sept. 27.—Flax 6 bus., early flax well ripened, but late flax is quite green, very little threshed.—F. R. Knittel, agt. Victoria Eltr. Co.

Jamestown, N. D., Sept. 30.—North Dakota is getting too much rain. Flax is green and in many places it will never ripen enough to cut.—L. A. K.

Sheldon, N. D., Oct. 6.—Barley about 20 bus. per acre, grading mostly No. 1 feed; oats 40 bus., good quality.—J. H. French, mgr. Sheldon Farmers Elev. Co.

Martin, N. D., Sept. 27.—Wheat will average 7 bus., grading mostly No. 2. About 50% is threshed. No barley or oats shipped out this year.—J. L. Moellendorf.

Sheldon, N. D., Oct. 6.—Flax crop will average about 8 bus. per acre, good quality, grade No. 1. Not quite all threshed.—H. V. Nichols, agt. Monarch Eltr. Co.

Oriska, N. D., Oct. 3.—Wheat 8 bus., poor quality, grading No. 3 and 4 mostly. Practically all the wheat has been threshed.—C. H. McGee, agt. Monarch Eltr. Co.

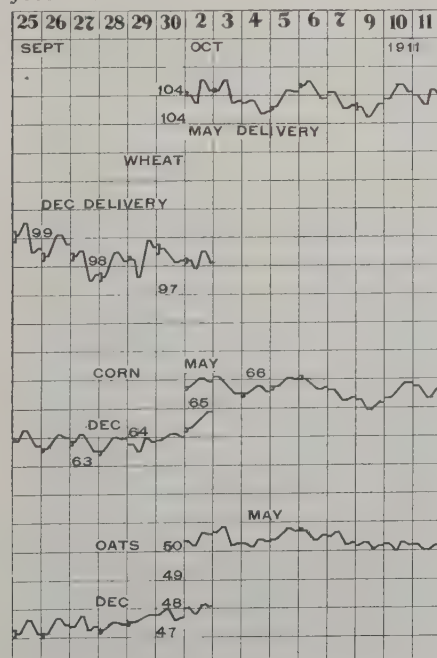
Almont, N. D., Oct. 6.—Not over 30,000 bus. of grain marketed. Wheat grading mostly No. 3 and 4. Oat crop a failure.—C. M. Smestad, agt. Occident Eltr. Co.

Pingree, N. D., Sept. 29.—Wheat 5 bus., No. 3 mostly, some rejected. Barley not very good, light, about 15 bus.—I. Rasmusen, mgr. Pingree Grain & Supply Co.

Barlow, N. D., Sept. 29.—Wheat 10 bus., grading No. 3 mostly, about two-thirds of the wheat has been threshed. Oats crop fair, 25 bus. No oats will be shipped out.—P. Kjelmeye, agt. Powers Eltr. Co.

## Chicago Futures

Opening, high, low and close on wheat, corn and oats at Chicago for two weeks are given below. For complete collection of similar charts back ten years see The Journal's Chart Book.





Jamestown, N. D., Sept. 30.—Wheat 4 bus., grading No. 3 and 4. Wheat is practically all threshed.—P. Noze, agt. Occident Eltr. Co.

Minot, N. D., Sept. 26.—Wheat 5 bus., damaged some by dry weather. Flax crop best this year, will yield 10 bus.—A. A. Robinson, pres. A. A. Robinson Eltr. Co.

Sanborn, N. D., Oct. 2.—Wheat 7 bus., very poor quality. All wheat has been threshed. Many farmers storing.—Jos. O'Shea, mgr. Sanborn Farmers Elev. Co.

Fessenden, N. D., Sept. 27.—Wheat 7 bus., grading 2 to 4. Threshing just started, grain moving slowly.—E. W. Vressman, agt. Osborne-McMillan Eltr. Co.

Balfour, N. D., Sept. 26.—Wheat crop very poor, will yield 4 bus., grading 2 and 3 mostly. Very little grain threshed.—M. F. Walsh, mgr. Balfour Farmers Exchange.

Carrington, N. D., Sept. 28.—Wheat 7 bus., grading No. 2 and 3. Practically all threshed. Oats light, yielding 25 bus.—Fred Beier, mgr. Hammer, Halvorson & Beier.

Sanborn, N. D., Oct. 2.—Barley poor quality, all stained and grading No. 1 feed, testing around 42 lbs., average yield 15 bus.—C. B. Christianson, agt. N. J. Olson & Sons.

Towner, N. D.—Wheat 5 to 6 bus., grading mostly 2 and 3. Barley fair from 7 to 20 bus., small acreage. Flax is green, will yield 10 bus.—T. T. Bakke, agt. Andrews Grain Co.

Lucca, N. D., Oct. 4.—Wheat 8 to 18 bus., grading No. 2 and 3. All the wheat has been threshed and fully 50% of it has been marketed.—Martin Peterson, agt. Atlantic Elev. Co.

Carrington, N. D., Sept. 28.—Wheat yield about 7 bus. and flax 9 bus. Oats are light yielding around 20 bus. and barley about 20 bus. Barley of poor quality and mostly feed.—L. A. K.

Velva, N. D., Sept. 25.—Wheat 4 bus., most farmers will get only seed. Flax the best crop this year, will ship 10 cars of flax. Barley a failure.—E. E. Walls, mgr. Farmers Eltr. Co.

Enderlin, N. D., Oct. 5.—Barley yielding 25 bus. per acre, grading mostly No. 1 feed. Rains have delayed movement of grain to the elevator.—G. W. Reebe, agt. Atlantic Elev. Co.

Granville, N. D., Sept. 23.—Crops very poor, flax about the best crop, will yield 7 to 10 bus., wheat averaging 5 bus., barley 5 to 20 bus., poor quality.—A. E. Lecy, Granville Mer. Co.

Pingree, N. D., Sept. 29.—Flax all pretty well ripened, 7 bus., fairly good quality. About one-half of the wheat is threshed; average 8 bus.—M. N. Zeches, mgr. Equity Eltr. & Trading Co.

Manfred, N. D., Sept. 28.—Wheat 5 bus., grading No. 2 and 3. Barley 12 bus., small acreage, poor quality. Practically all the threshing has been done.—A. Erickson, agt. Woodworth Eltr. Co.

Tower City, N. D., Oct. 3.—Oats the best crop we have, probably 35 bus. per acre, standard weight. Practically all the wheat and barley has been threshed.—D. Haffey, agt. Monarch Eltr. Co.

Eckelson, N. D., Oct. 2.—Wheat is very poor, grading No. 3 and 4. All the wheat and barley have been threshed. Barley of poor quality, stained, 15 bus.—E. L. Whipple, agt. Cargill Eltr. Co.

Tower City, N. D., Oct. 3.—Most wheat coming in now is No. 2, average yield 10 bus. Barley 30 bus. per acre, fair quality, light and discolored.—G. W. Kelly, mgr. Tower City Farmers Eltr. Co.

Eckelson, N. D., Oct. 2.—About 50% of a crop, 7 bus. per acre, very poor quality, grading No. 3 and 4. Barley 15 bus., light weight and poor color.—P. E. Knudson, mgr. Eckelson Farmers Eltr. Co.

Velva, N. D., Sept. 25.—Crops poor, only seed. Wheat from 3 to 4 bus., flax green, do not know whether it will ripen to cut or not, may get about 6 bus.—H. C. Muselman, agt. Woodworth Eltr. Co.

Crary, N. D.—Wheat 12 to 15 bus., grading No. 2 and 3. Barley fair crop yielding 30 bus., grading 4 and 5, testing 39 to 46 lbs. Rain delayed threshing.—A. H. Orchard, agt. Duluth Eltr. Co.

Hatton, N. D.—Wheat yielding 12 bus., grading No. 2 and 3, little threshing done. Barley 20 to 35 bus., quality fairly good, but is stained a little. Flax 15 bus., quality good.—R. E. Argall, mgr. Hatton Grain Co.

Maza, N. D., Sept. 12.—Wheat 11 bus., fair quality, grading Nos. 2 and 3 mostly. Barley yielding 15 to 35 bus., mostly feed barley. Flax looking good, 10 bus.—I. L. Ramstad, agt. St. Anthony & Dakota Eltr. Co.

Enderlin, N. D., Oct. 5.—Wheat, yield from 8 to 10 bus. per acre, grading No. 3 mostly. Threshing almost done and farmers holding their grain until after plowing.—J. A. Englehart, mgr. Enderlin Farmers Eltr. Co.

Cleveland, N. D., Sept. 30.—Wheat 3 bus., very poor quality, grading from No. 2 to 4. Practically all the wheat and barley has been threshed; will commence to thresh flax in a few days.—M. N. Pratt, agt. Occident Eltr. Co.

Niles, N. D., Sept. 19.—Wheat averages 8 bus., grading 2 and 3 mostly; 50% of wheat, and all of the barley has been threshed. Farmers holding wheat for better color and higher price.—J. J. Blake, agt. Thos. Ose Eltr. Co.

Sheldon, N. D., Oct. 6.—Crops here are very hard to handle on account of being rusted, shrunken and very seedy. Dockage is very heavy. Wheat is yielding on an average of 10 bus. per acre, grading 2 and 3.—H. F. Fisk, Agt. Great Western Grain Co.

Overly, N. D., Sept. 15.—Wheat only fair, grading No. 2 and 3, 10 bus. Very little grain shipped out of this station, rain delayed threshing, farmers to be free sellers this year, account of crop failure here last year.—H. H. Christiansen, agt. Woodworth Eltr. Co.

Davenport, N. D., Oct. 5.—Wheat, 14 bus. per acre, grading No. 3 mostly; black rust damaged it considerable. Practically all of it is threshed. Farmers are just commencing to plow and will not haul much wheat until thru.—G. M. Myhra, agt. Andrews Grain Co.

Leonard, N. D., Oct. 6.—Barley crop will average about 25 bus. per acre, grading No. 1 feed. Threshing is all done and farmers have commenced plowing. Oats are fairly good crop, average is larger than last year, yield about 30 bus. per acre, grading No. 3 white mostly.—Geo. Elliott, Mgr. Leonard Farmers Eltr. Co.

#### OHIO.

Urbana, O.—Corn crop fine. Wheat all sown and up, looks fine.—J. B. Outram.

Takio, O., Oct. 5.—Corn, oats, and hay crop short, but wheat crop fair.—S. J. Metzner.

Lebanon, O., Oct. 7.—Corn crop good. Wheat sowing delayed by wet weather.—Lewis Bros. & Co.

Louisville, O.—About half a crop of wheat, oats  $\frac{3}{4}$  crop, but a full crop of corn this year.—Louisville Mig. & Eltr. Co., mgr.

Wauseon, O., Oct. 6.—Winter wheat seeding completed, acreage same as last season. Corn good, all in shock and husking.—E. F. Hanson.

#### OKLAHOMA.

Muskogee, Okla., Oct. 6.—Corn crop poor, not enough to supply the farmers; oat crop short and of poor quality.—Thomas M. Wright.

Oklahoma October report makes corn prospect compared with a full crop 26.7, against 29 a month ago and 52 a year ago. Fall plowing fair.

#### SOUTH DAKOTA.

Musdo, S. D., Oct. 4.—Grain crops very light.—E. D. Lemon.

Hurley, S. D., Oct. 3.—Oat crop short; corn crop will be good.—J. H. Farnsworth.

Burch, S. D., Oct. 2.—Grain crop fair; corn best in years.—F. Erickson, agt. Cargill Eltr. Co.

Wolsey, S. D., Oct. 2.—Wheat crop short, flax fair, corn fair, but not any oats or barley this year.—V. A. Osberg.

Colome, S. D.—Wheat 8 to 17 bus.; flax, 17 bus.; corn, 40 bus. Fall grain looking fine, never better at this time of year.—Wm. Kretter Co.

Cavour, S. D.—Wheat and barley crop short, no oats. Corn crop poor, due to frost in August.—W. J. Hunt, mgr. Farmers Co-op. Eltr. Co.

Mansfield, S. D., Oct. 6.—Crops almost a failure, just enough wheat for seed. Some good fields of flax.—John G. Smith, mgr. Mansfield Farmers Eltr. Co.

Balti, S. D., Oct. 4.—Grain crop very light, due to drought in early part of summer. Good crop of corn is expected.—E. J. Ryan, mgr. Farmers Eltr. Co.

#### TENNESSEE.

Talley, Tenn., Oct. 9.—Corn crop fine.—J. S. Conrad.

#### TEXAS.

Haskell, Tex., Oct. 5.—Grain crop is short this year.—Mgr. Sherrill Eltr. Co.

#### GOVERNMENT CROP REPORT.

Washington, D. C., Oct. 9.—The Bureau of Statistics of the Dept. of Agriculture estimates the crop conditions Oct. 1 to have been as follows:

##### Acreage and Condition.

Crops.	1911.	1910.	10-yr. P. C. of av.	1910.	†Acreage, 1911.
Corn .....	70.4	80.3	78.6	101	115,939
Buckwheat .....	81.4	81.7	84.2	97	801
Flax .....	69.6	47.2	*78.9	103	3,013
Rice .....	85.4	88.1	86.3	97	705

\*Eight-year average. †000 omitted.

##### Indicated Yields.

The yields indicated by the condition of crops on October 1, 1911, or at time of harvest, the final yields in 1910, and the averages for 1906-1910, follow:

(Yield per acre.)

Crops.	1911, indicated by condition.	1910.	1906-1910.	Aver.	Total production 1911 compared with 1910
Corn, bus. ....	23.8	27.4	27.1	88.3	1910 P. C.
Buckwheat, bus. ....	19.6	20.9	19.6	91.1	
Flax, bus. ....	8.1	4.8	*9.9	172.9	
Rice, bus. ....	32.0	33.9	32.4	92.1	

\*Average for 1905-1909.

##### Production.

Preliminary estimates of production have been made as follows:

Crops.	Bus.	1911.	1910.	1906-1910.	average.
Sp. wht. ....	9.7	13.5	200,367	231,399	243,183
W. wht. ....	14.5	15.5	455,149	464,044	450,129
All wht. ....	12.6	14.7	655,516	695,443	693,312
Oats .....	24.8	28.4	873,641	1,126,765	932,124
Barley .....	20.7	24.8	145,951	162,227	166,336
Rye .....	15.6	16.4	30,677	33,039	32,411
Hay, tons .....	1.09	1.41	46,969	60,978	63,507

\*000 omitted.  
The quality of spring wheat is 79.8, compared with a 10-yr. average of 87.1; oats, 84.6, compared with 10-yr. average of 86.6; barley, 84.9, compared with 10-yr. average of 87.5.

##### Oats.

States.	Per acre.	Total.	Per acre.
Iowa .....	25.0	118,800,000	37.8
Illinois .....	29.5	130,095,000	38.0
Minnesota .....	22.8	61,765,000	28.7
Nebraska .....	13.9	36,474,000	28.0
Wisconsin .....	29.8	69,136,000	29.8
Indiana .....	30.0	53,820,000	35.4
Ohio .....	32.1	54,377,000	37.2
North Dakota .....	25.1	40,863,000	7.0
South Dakota .....	7.9	12,048,000	23.0
Kansas .....	15.0	22,680,000	33.3
Michigan .....	29.1	43,359,000	34.0
New York .....	29.0	38,425,000	34.5
Pennsylvania .....	28.3	27,677,000	35.2
United States .....	24.8	873,641,000	31.9

##### Corn.

States.	Per cent of U. S. acreage in state.	Condition Oct. 1.	10-yr. aver.	Sep. 1, 1911.
Illinois .....	9.1	76	88	78
Iowa .....	8.5	70	86	79
Texas .....	8.0	39	75	70
Kansas .....	7.9	49	62	68
Missouri .....	7.1	71	86	78
Neb. ....	6.9	62	72	76
Okl. ....	5.1	25	51	68
Indiana .....	4.4	80	88	83
Georgia .....	3.9	89	87	84
Ohio .....	3.3	86	79	81
Ky. ....	3.2	79	84	82
Tenn. ....	3.2	90	84	80
Ala. ....	3.2	89	94	81
Miss. ....	2.9	86	95	77
N. C. ....	2.6	82	86	83
Ark. ....	2.5	80	90	76
La. ....	2.2	75	91	79
S. C. ....	2.2	82	87	81
S. D. ....	2.0	70	77	81
Virginia .....	1.8	76	83	88
Michigan .....	1.8	84	78	81
Minn. ....	1.6	83	83	80
Wis. ....	1.4	88	77	81
Pa. ....	1.4	90	81	84
U. S. ....	100.0	70.4	80.3	78.6



## Meetings of the Chief Inspectors.

The tenth annual meeting of the Chief Grain Inspectors' National Ass'n was called to order by Pres. E. H. Culver in Omaha on Monday morning, Oct. 9th.

Communications from different exchanges were read and from the Pure Food Buro at Washington, recommending that the Chief Inspectors make a grade of Smutty Wheat, and also change the grade of Purified Oats to Sulphurized oats. Owing to the fact that Mueller-Young Grain Co. of Chicago has a case pending before the U. S. Supreme Court on the question of the grade of purified oats, the Chief Inspectors deemed it unwise to make any recommendations to the Grain Dealers National Ass'n for any change in this grade until after the Supreme Court has passed upon the case. The inspectors from Seaboard markets objected strenuously to the change to Sulphurized oats, as they claimed that it would interfere with the sale of the grain.

The roll was then called upon changing the grade of Three Corn, Philadelphia being the market that complained of this grade, wanting to reduce the Cob Rotten 2%, Moisture 1%, and Dirt 2%. It was the sense of the Association that the grades had withstood all of the scientific tests of the different agricultural departments in the different states, and that the rules had been made state laws in five of the Southern States. They have also been adopted as the text book in twenty-two of the Colleges of the United States and that it would be unwise for them to make any recommendation of a change whatever. It was put to a vote, and was lost, only one vote being for it.

As President of the Chief Inspectors Mr. Culver made the report to the Promulgation Committee of the Grain Dealers Nat'l Ass'n and it heartily agreed with the Chief Inspectors, and so reported to the National Ass'n.

The Chief Inspectors Convention then adjourned until nine thirty the following morning, when they took up and discussed the differences which exist in the

inspection of grain between the different markets of the country, and considered a recommendation from the Promulgation Committee which asked for a conference committee to be appointed to listen to any complaints that might arise between any of the markets, or the country shipper, during the interim between meetings of the National Ass'n, and to be subject to the call of the Chairman of the Promulgation Committee of the National Ass'n.

There were three inspectors appointed from the West, and three from the East, by the Chair, W. Scott Cowen, of Chicago, Mr. Geo. B. Powell, of Omaha, Mr. Frank B. Tompkins, of Peoria, being the Western inspectors. The Eastern Inspectors being Mr. Seth Catlin, of Boston, Mr. G. H. K. White, of New York, and Mr. John O. Foering, of Philadelphia. On motion of Mr. Cowen, a disinterested inspector, F. W. Eva, of Minneapolis, was elected a member of this Committee so as to break any tie that might occur.

An invitation to hold the next annual meeting in Peoria was received with favor.

Following a vigorous discussion of the extortion practiced by hotels in convention cities, it was moved and carried that hereafter the Chief Inspectors Ass'n contract for rooms in advance and thereby avoid disputes and misunderstandings.

The election of officers for the ensuing year resulted in the reelection of the old officers. Pres. E. H. Culver, Vice-Pres. S. D. Thomas and Secy-Treas. Alfred Anderson.

Among the grain inspectors present were Alfred Anderson, Buffalo, N. Y.; A. A. Breed, Milwaukee, Wis.; Seth Catlin, Boston, Mass.; W. Scott Cowen, Chicago, Ill.; E. H. Culver, Toledo, O.; F. W. Eva, St. Paul, Minn.; Magruder C. Fears, Kansas City, Mo.; John O. Foering, Philadelphia, Pa.; F. W. Harrison, Detroit, Mich.; Geo. F. Munson, Cincinnati, O.; Harry C. Nunn, Kansas City, Mo.; Geo. B. Powell, Omaha, Neb.; W. S. Powell, Cairo, Ill.; Sam H. Smith, Chicago, Ill.; S. D. Thomas, Baltimore, Md.; F. B. Tompkins, Peoria, Ill.; G. H. K. White, New York, N. Y., and John O. Winn, St. Joseph, Mo.

## LIVERPOOL AND PHILADELPHIA Agree on Moisture Test.

The Liverpool Corn Trade Ass'n has written the Philadelphia Commercial Exchange accepting the proposal of the latter to limit the percentage of moisture permissible in No. 2 corn. The regulations agreed upon are:

Natural No. 2 corn shall not contain at time of shipment, between Mar. 1 and July 1 in any year, more than 16 per cent of moisture.

Artificially dried No. 2 corn shall not at time of shipment, during any period of the year, contain more than 16 per cent of moisture.

Certificates of moisture content shall be issued by the chief grain inspector at time of shipment.

The foregoing regulations will be embodied in the form of contract drawn up by the directors of the Liverpool Corn Trade Ass'n as the basis for purchases by its members.

## New Members Nat'l Hay Ass'n.

List of new members since last report:

C. B. Stafford, Commissioner, Memphis, Tenn.

Theo. B. Basselin, Croghan, N. Y.  
Cumberland & Liberty Mills Co., Jacksonville, Fla.

Clarence S. Briggs, Fowler, Col.  
R. A. Sebrell & Co., Norfolk, Va.  
Lewis & Adcock, Knoxville, Tenn.  
M. M. Freeman & Co., Chicago, Ill.  
O. H. Wright & Co., Jacksonville, Fla.  
R. A. Griffies, Seattle, Wash.

O. M. Carpenter, Eames, Mich.  
S. K. Chambers & Bro., Elkview, Pa.  
Geo. B. Robinson, Jr., New York, N. Y.  
H. P. Farmer, Twin Falls, Idaho.  
W. B. Leslie, Germania, Ia.  
H. E. Kinney Grain Co., Indianapolis, Ind.  
Edward M. Sills, Baltimore, Md.  
C. D. Ferguson, Morrill, Neb.

L. C. Worth Commission Co., Kansas City, Mo.

E. R. Boynton Hay Co., Kansas City, Mo.  
C. F. Arnold, Kansas City, Mo.  
E. M. Anderson, Washington, D. C.  
Keystone Grain Co., Keystone, Ind.  
Carlisle Commission Co., Kansas City, Mo.

North Bros., Kansas City, Mo.



Members Chief Grain Inspectors National Ass'n at Omaha.



# Grain Dealers National Ass'n at Omaha

The 15th annual meeting of the Grain Dealers National Ass'n was called to order at 2:40 p. m., Oct. 9, at Omaha, Neb., by Pres. E. M. Wayne of Delavan, Ill.

The invocation was pronounced by Rev. Thomas J. Mackay, pastor of All Saints Episcopal church.

In his address of welcome the Hon. Jas. C. Dahlman, mayor of Omaha, cordially and wittily greeted the dealers. He enumerated the manifold material resources and social advantages of this gateway to the Great West, and handed the keys of the city to the delegates. [Applause.]

Mr. E. B. Peck made an address of welcome on behalf of the Omaha Grain Exchange. He told the dealers their money was no good; and that if taken into custody by a policeman they would be immediately released by informing him they had been weighed and inspected by Chief Inspector Geo. H. Powell.

F. O. Paddock of Toledo, in response to the address of welcome, on behalf of the visiting dealers, told of his first trip to Omaha in February, 1875. At that time a snowstorm tied up rail traffic and it was two days hard work shoveling snow before the travelers could get back to civilization. These frosty memories had been thawed by the warm welcome of Mayor Dahlman.

Norfolk as the next meeting place was advocated by Mr. Paddock.

Pres. E. M. Wayne read his address from which we take the following:

## PRESIDENT'S ADDRESS.

It is not my purpose to take up your time with a detailed report of the condition of the National Ass'n, as that will be fully covered by our Secretary in his report, which will be most complete. What I intend to say will refer largely to matters that in my judgment should have attention either by correcting, discontinuing, or inaugurating new measures for the betterment of the grain trade.

**New Members:** During the coming year I would not only suggest but urge the officers of this Ass'n to institute a campaign to gain new members from the ranks of the country shippers. For the past five years the attendance at the annual meetings has been principally a gathering of the receivers. Our object in the future, if we wish to strengthen this organization, should be to increase our membership from the country, which would naturally increase our membership from terminal markets as well.

**Interest:** It is the duty of this Association to recommend at this time an equitable adjustment of the question of interest on advances made on shipments, determining when interest should begin and when interest should cease, in markets where such charges are made.

In adjusting this matter we should look at it from the standpoint of both the country shipper and the receiver, for each should have fair treatment. I believe that interest should begin when the draft is paid and should stop when the grain is inspected. Under ordinary conditions I think the time of payment of draft and time of unloading, as it is figured to-day, is slight-

But I do not refer to such conditions as needing a change. What I do refer to is the paying of interest on drafts when the terminal yards are so congested that cars cannot be placed at the elevators and when the elevators are so full that they are unable to take in more grain, then it is that the responsibility of the shipper as to paying interest on drafts should cease at the time of inspection. At the present time when the shipper complains of the large amount of interest on delayed cars and tries to find out who is to blame, he will always encounter these explanations: The railroad company will say that the elevators were unable to unload, hence could not take the car, and the elevator concerns will claim that the delay was due to the fact that the railroad yards were congested, hence the cars could not be placed at the elevators for unloading. So you see it is utterly impossible for the shipper to get sufficient proof to establish a claim for damage.

**Bi-Monthly Bulletin:** For the past three months we have been investigating the advisability of publishing a bi-monthly bulletin from the office of the Secretary for the dissemination of information relating to the work of the Ass'n. After a careful, thorough canvass of the whole situation, the members of the Board of Directors are unanimously in favor of publishing such a bulletin and approve the plan for accepting ads from members to cover the cost of publications.

In order to find out what the members would probably think of such a Bulletin as an advertising medium, the Secretary has personally interviewed a few of the members who usually advertise, and now has signed contracts for over \$2,700 worth of ads, on the yearly basis.

**Increase of Minimum Carload:** There is a movement on foot on the part of the railroads to increase the minimum weight of a carload of interstate grain, at the present time 40,000 being the minimum limit. The railroad companies I understand propose to revise their tariff so that it will be impossible to load less than 50,000 or thereabouts. This will impose quite a hardship on the shippers of the country and I believe it is the duty of the members of the Association to take the matter in hand and present the shippers' side of the case to the Interstate Commerce Commission. One of the Eastern railroads has gone so far as to call in all the small cars and have them destroyed, and hereafter build nothing smaller than 80,000 capacity. I believe that railroads should be compelled either to furnish small cars or allow 40,000 to constitute a minimum carload.

**Safeguards for Speculative Business:** If it is possible for the Boards of Trade to prevent an individual from cornering the market and forcing the prices up, which without doubt is detrimental to the legitimate grain trade, why can they not take the other side of the question and prevent any man or set of men from selling something they do not own and to such an extent as to depress the value of the commodity below its legitimate value, thus causing a direct loss to the producer? The buying and selling of the options is necessary to the economical handling of our grain, and it is the duty of the Boards of Trade to provide for the legitimate speculative part of the grain business the same safeguards which they extend to the cash business, as the one is just as essential to the trade as the other.

**The Committee on Arbitration** is the most important committee we have in the Ass'n. It is at the disposal of the entire membership for settlements of disputes that arise in the course of business. This Committee's duties are increasing in pro-

portion to the increase of membership and even tho the time and labor expended by the members of this committee, which is entirely gratis, is becoming somewhat burdensome, still they are willing to give their time and labor in the interest of the trade. While possibly all decisions are not perfectly satisfactory to the litigants, still I believe the majority have been settled to the entire satisfaction of all parties concerned.

**No. 3 or Better:** The practice of buying grain from the country shipper on the basis of three or better came into vogue from twenty to twenty-five years ago. This practice worked an injury to the seller at that time, but he did not realize it, so no objection was raised. At the present time there are objections, as the shipper can see that he is not getting all his grain is worth, and if he continues selling on bids he must lose the difference in the value between No. 2 and No. 3 grain or not sell. I ask that the Exchanges represented here take this matter up and see that some rule is made whereby all bids sent out will be on the basis of three instead of three or better. I am aware there will be a great deal of objection to a movement of this kind, but I know the proposition is a fair one between the buyer and seller and am sure that the change can be accomplished if the Exchanges will take as firm a stand in its favor as this Ass'n did last year.

**The private crop reports** and crop experts, with their innumerable reports that are issued almost daily during the crop growing year, are a menace to the trade, for their only object is to cause fluctuations in the market. This may make more business in a speculative way, which goes principally to the firms issuing such reports, so no direct benefit is derived, except to the firms sending out these reports. Would it not be better to have all crop reports issued twice a month both by the State and the Government, than to continue in the present way?

There has been a growing tendency on the part of the commission firms to circulate the trade daily with personal views as to the probabilities of the market fluctuations. The intentions of the letters as well as the crop reports, I have just mentioned, are to create if possible a desire to speculate on the part of those receiving them. While this method of soliciting does not affect all, it does have a tendency to influence a few to attempt to guess the market. I believe this particular thing is one of the causes of such a prejudice against the Boards of Trade. It is my judgment that it is the duty of the several exchanges to eliminate this practice, if such a thing is possible. In this connection I might say that the extending of the private wires to smaller towns has created much unfavorable comment. These offices are called Bucket Shops in the community where located. Such things do not have a tendency to inspire confidence in the legitimate Exchanges.

**Moisture Test:** About ten years ago it was my privilege to appear before the Railroad and Warehouse Commission of Illinois, in relation to the moisture test on corn. At that time I attempted to show the Commission that it was not the 19% moisture that was bothering the shipper, but the unreasonable discount that was being made. One of the members insisted that my argument was out of order, since the Commission had no jurisdiction on the subject. It affords me some satisfaction to say that this honorable body has just rendered its decision upholding the moisture test, and suggesting that the trouble is with the discount, and they recommend a rule similar to the one adopted in New York; that is, having a sub-committee of



the grain committee decide as to the discount on the off-grade grain. I believe the suggestion a good one and hope the several exchanges will adopt something of this kind for future use.

The Uniform Grade rule adopted by the Association came very near receiving its death blow, and had it not been for the firm stand taken by the Railroad and Warehouse Commission of the State of Illinois, our labor for the past few years in that regard would have been in vain, but their decision rendered last month, in response to a demand made by some shippers of Illinois, indicates that the moisture test has come to stay, and now the trade must govern itself accordingly.

The country shippers in the Central West will be compelled to buy on the basis of 19% moisture in No. 3 corn, and if that is so, there is no reason why the different Exchanges should not place themselves on the same footing. I believe they will. But should they delay and keep the grain trade in its present unsettled condition as to the phraseology of rules and grading of grain, it will be necessary then for this organization to demand that the Government compel all to adopt Uniform Rules.

**Governmental Supervision:** The tendency of the present time is for governmental supervision of all lines of business. It has already taken charge of the rate-making for the Railroad and Express Companies and so far as I know such supervision is satisfactory to the majority of the people, tho some contend that should the government branch out further there would be no incentive for individual effort in active commercial business. There seems to be no objection to governmental supervision of the National Banks, and the stockholders in such organizations do not feel that the government interferes with their private business. Personally I believe governmental supervision of the inspection of grain would be a great improvement over the present chaotic condition.

**Election of a Treasurer:** With the growth of our Association the duties of our Secretary-Treasurer have increased to such an extent that I feel warranted in suggesting a change in the Constitution and By-Laws, whereby we may elect a Treasurer annually. In recommending this change I want it clearly understood that there is no intention on my part to cause any one to feel that the office of the Secretary-Treasurer has not been properly conducted in the past, but I think the size of this organization demands a Secretary and a Treasurer.

**More Money Needed:** The National Assn has a very large field to cover and to do effective work there should be more money at the disposal of the officers. It appears to me that there are only three ways to increase our available funds. First, to increase the membership; second, to increase the annual dues, and, third, to reduce the expenses of the officers to a minimum. Of course we might increase our income by doing a little in each direction mentioned. At the present time with our very limited resources a number of important committees which we have, have been unable to do effective work, but with increased funds there is no doubt that their influence would be felt in the commercial world.

**Enlighten the People:** There is no business of such magnitude as the grain trade that is so thoroly misjudged by the general public. In no other line of trade can you find more honorable men. Every day transactions made by the grain man, amounting to millions, are largely made by word of mouth, nothing else binding the transaction at the moment. This cannot be said of other lines of business. I believe that the several Assns and Exchanges of this country should make it their business to enlighten the people as to the manner in which the products of the soil are handled, so there will be a more friendly feeling existing between the producer and all branches of the trade, and if such a movement is successful, as members of the National Assn we should consider that a great work has been accomplished.

Having thus briefly imparted to you my sentiments as they have been awakened by my interest in the future prosperity of the Ass'n and of the grain trade, I have but one more word to add. I ask that you all continue your loyalty to the Assn in the future and give the incoming officers the same hearty co-operation that you have given me the past year.

J. W. McCord of Columbus, O., chairman, read the following report of the Executive Committee:

## Report of the Executive Committee

With the consent and approval of the Committee, all matters requiring action by the Committee that could be intelligently brot before the entire Board of Directors by correspondence have been so referred by the President and Secretary. While this plan has involved much greater labor on the part of the Secretary, yet it has proved to be very satisfactory and has relieved the Committee to a great extent in deciding questions that were of sufficient importance to come before the entire Board.

The business of the Ass'n that has required action on part of the Committee and Board of Directors has been of very great volume during the past year, only a small part of which required such prompt action as to be referred only to the Executive Committee, and in such cases the subject was later brought before the entire Board for their approval or disapproval.

Your Committee have worked in strict accord and very harmoniously with the Board of Directors, the President and the Secretary of the Ass'n. We very highly commend the careful and painstaking manner in which the Secretary has submitted to the Executive Committee and the Board of Directors for their action all important matters that have come before the Ass'n.

As the work of the Executive Committee and the Board of Directors will be presented in detail in the report of the Secretary, we will not transgress on your time in a review of the same.

Respectfully submitted,

J. W. McCORD, Chairman.

John F. Courcier read his 6th annual report as sec'y-treas., from which we take the following:

## Secretary-Treasurer's Report.

I take pleasure in submitting my sixth annual report as Secretary of the Grain Dealers' National Ass'n. Our routine work shows a marked increase over that of the last convention year and except for a few bad little hitches which seemed avoidable, the work has been very pleasant. Members generally have manifested a greater interest in the Ass'n than usual. This is a healthy sign and bodes well for the future of the organization.

Since the last Convention we have had to do with 59 arbitration cases, which are of record as follows:

## AWARDS MADE BEFORE THE LAST CONVENTION AND COMPLIED WITH THIS YEAR.

- 57—Tyner, Nashville, Tenn., for Robb, Wichita, Kans., vs. Gillette-Hardison Grain Co., Nashville, Tenn.
- 114—L. A. Morey Co., New York, vs. Star Elevator Co., Indianapolis, Ind.
- 117—Powell & O'Rourke, St. Louis, Mo., vs. A. C. Schuff & Co., Louisville, Ky.
- 119—J. M. Gwaltney & Co., Norfolk, Va., vs. Pendleton Grain Co., St. Louis, Mo.
- 126—Barrett Elevator Co., Greenfield, Ind., vs. Bassett Grain Co., Indianapolis, Ind.

## COMPLAINTS WITHDRAWN.

- 89—Sidell Grain & Elevator Co., Sidell, Ill., vs. Redman, Magee & Co., Cairo, Ill.
- 132—Martin B. Jones & Co., New York, N. Y., vs. Seeds, Grain & Hay Co., Columbus, Ohio.
- 135—The Townsend-Ward Co., Buffalo, N. Y., vs. Clarence Cole, Chicago, Ill.

## DISMISSED ACCOUNT NON-MEMBER'S REFUSAL TO ARBITRATE.

- 143—Stockbridge Elevator Co., Jackson, Mich., vs. Lyman Grain Co., Milwaukee, Wis.

## SETTLED DIRECT.

- 115—J. A. Manger & Co., Baltimore, Md., vs. Woodbury-Elliott & Co., Muncie, Ind.
- 116—Katharine B. Banks, Admx., Columbus, Ga., vs. Early & Daniels Co., Cincinnati, Ohio.
- 122—J. L. Suttle, Mobile, Ala., vs. Cleveland Bros., Mobile, Ala.
- 136—Dan Joseph Co., Columbus, Ga., vs. Tift & Peed Grocery Co., Albany, Ga.
- 137—L. P. Cook, Memphis, Tenn., vs. T. H. Brooke & Co., Atlanta, Ga.
- 141—D. G. Stewart & Geidel, Pittsburg, Pa., vs. Ireton Bros. & Eikenbury Co., Van Wert, O.
- 148—J. D. McEachern & Sons, Wilmington, N. C., vs. W. H. Crozier & Co., Nashville, Tenn.
- 154—L. A. Morey Co., New York, N. Y., vs. Dewey Bros. Co., Blanchester, O.
- 162—Lamson Bros. & Co., Chicago, Ill., vs. L. F. Miller & Son, Philadelphia, Pa.

## AWARDS MADE AND COMPLIED WITH THIS YEAR.

- 90—Stockbridge Elev. Co., Jackson, Mich., vs. Paul Kuhn & Co., Terre Haute, Ind.
- 113—Pendleton Grain Co., St. Louis, Mo., vs. S. Zorn & Co., Louisville, Ky.
- 127—Rosenbaum Bros., Chicago, Ill., vs. Malsbary & Co., Darlington, Ind.
- 128—John B. Yeager & Co., Wilkesbarre, Pa., vs. L. A. Morey Co., New York, N. Y.
- 131—Langenberg Bros. & Co., St. Louis, Mo., vs. Geo. B. Matthews & Son, New Orleans, La.

- 127—Rosenbaum Bros., Chicago, Ill., vs. Malsbary & Co., Darlington, Ind.
- 128—John B. Yeager & Co., Wilkesbarre, Pa., vs. L. A. Morey Co., New York, N. Y.
- 131—Langenberg Bros. & Co., St. Louis, Mo., vs. Geo. B. Matthews & Son, New Orleans, La.

## AWARDS MADE AND MEMBER EXPELLED FOR NON-COMPLIANCE.

- 111—Ely Bernays, New York, N. Y., vs. Franke Grain Co., Milwaukee, Wis.

## BEFORE THE BOARD OF DIRECTORS ON APPEAL.

- 120—Isaac Harter Milling Co., Toledo, O., vs. The Urmston Grain Co., Tipton, Ind.
- 133—Dan Joseph Co., Columbus, Ga., vs. T. H. Bunch Commission Co., Little Rock, Ark.

## IN THE HANDS OF THE ARBITRATION COMMITTEE OF THE INDIANA GRAIN DEALERS' ASS'N.

- 147—Hoge-McDowell Mill & Grain Co., Shelbyville, Ind.

## IN THE HANDS OF THE ARBITRATION COMMITTEE.

- 138—Nixon Grocery Co., Augusta, Ga., vs. W. P. Brown & Co., Memphis, Tenn.
- 139—Seeds, Grain & Hay Co., Columbus, O., vs. J. M. Gwaltney & Co., Norfolk, Va.
- 142—Star Elevator Co., Indianapolis, Ind., vs. G. A. Hax & Co., Baltimore, Md.
- 146—J. Allen Smith & Co., Knoxville, Tenn., vs. Botsford & Barrett, Detroit, Mich.
- 149—The Beck Cereal Co., Detroit, Mich., vs. The Stockbridge Elevator Co., Jackson, Mich.

## IN COURSE OF PREPARATION.

- 91—Gale Brothers Co., Cincinnati, O., vs. Southworth & Co., Toledo, O.
- 97—J. B. Edgar Grain Co., Memphis, Tenn., vs. Mattoon Grain Co., Mattoon, Ill.
- 121—Jos. Gregg & Son, Atlanta, Ga., vs. H. E. Kinney, Indianapolis, Ind.
- 123—The Udpkie Grain Co., Omaha, Nebr., vs. B. F. Glover Commission Co., New Orleans, La.
- 124—The Udpkie Grain Co., Omaha, Nebr., vs. J. T. Gibbons, New Orleans, La.
- 125—Steinhardt & Co., New Orleans, La., vs. Paul Kuhn & Co., Terre Haute, Ind.
- 129—Perry C. Smith Grain Co., Kansas City, Mo., vs. West-Stegall Grain Co., Montgomery, Ala.
- 134—Edgar-Morgan Co., Memphis, Tenn., vs. Carr-Lee Grocery Co., Augusta, Ga.
- 140—The Seeds Grain & Hay Co., Columbus, O., vs. The City Hay & Grain Co., Norfolk, Va.
- 144—D. G. Stewart & Geidel, Pittsburg, Pa., vs. John H. Millers Sons, Tyrone, Pa.
- 145—Pitt Brothers & Co., Baltimore, Md., vs. Mt. Victory Milling Co., Mt. Victory, O.
- 150—Early & Daniel Co., Cincinnati, O., vs. J. W. Brooks, Wilmington, N. C.
- 151—Early & Daniels Co., Cincinnati, O., vs. McNair & Pearsall, Wilmington, N. C.



E. M. Wayne, Delavan, Ill.,  
Re-elected President.



- 152—Harsh Bros. & Co., St. Louis, Mo., vs. Dan C. Wheeler & Co., Chattanooga, Tenn.
- 153—Baker & Holmes, Jacksonville, Fla., vs. Edgar Morgan Co., Memphis, Tenn.
- 155—Valdosta Brokerage Co., Valdosta, Ga., vs. Interstate Hay Co., Goshen, Ind.
- 156—O. H. Wright & Co., Wilmington, N. C., vs. W. H. Crozier & Co., Nashville, Tenn.
- 157—Valdosta Brokerage Co., Valdosta, Ga., vs. Standard Grain & Hay Co., Cincinnati, O.
- 158—The Early & Daniel Co., Cincinnati, O., vs. J. H. Cofer & Co., Norfolk, Va.
- 159—Martin B. Jones & Co., New York, N. Y., vs. E. R. & D. C. Kolp, Fort Worth, Texas.
- 160—The Early & Daniel Co., Cincinnati, O., vs. J. H. Cofer & Co., Norfolk, Va.
- 161—Fagg & Taylor, Milwaukee, Wis., vs. S. F. Scattergood & Co., Philadelphia, Pa.
- 163—S. C. Bartlett & Co., Peoria, Ill., vs. Carr-Lee Grocery Co., Augusta, Ga.
- 164—McQuillan & Co., Cincinnati, O., vs. Botsford & Barrett, Detroit, Mich.
- 165—Virginia Feed & Grain Co., Petersburg, Va., vs. Turner-Hudnut Co., Pekin, Ill.
- 166—McMorran Brothers & Co., St. Paris, O., vs. Model Milling Co., Celina, O.
- 167—Seymour Grain Co., Buffalo, N. Y., vs. John F. Deek, Churubusco, Ind.

In the case of Bernays vs. Franke, the Board of Directors found it necessary to expel the defendant for refusing to comply with the terms of the Arbitration Committee's award. This is only the second case of the kind that I have had to report since I became Secretary. We had trouble with the case from the start. After securing the defendant's contract for arbitration, I was obliged to go to Milwaukee for their answer. Mr. Lawrence, who claimed to be Manager of the Grain Department, carried on the negotiations with us, and after the Committee had made its award Mr. Franke declared that the whole business had been conducted without his knowledge and that unless an appeal might be had he would repudiate the whole transaction. We promptly informed him that the privileges of his membership entitled him to the right of appeal, and urged him to send in his statement of reasons for not complying with the terms of the Committee's award, but he declined to have anything further to do with the case. Before promulgating the Board of Directors' order of expulsion, we wrote our Milwaukee members of the proposed action, in the hope that Mr. Franke might be brought to a sense of his obligation. This failed and notice of the expulsion was sent out.

Of all the features of the Ass'n work, I do not believe that any one of them is as popular among the members as that of arbitration, and yet it is true that very few of the cases we have handled have been put through on schedule time, or without our having to remind one or the other of the members of the existence of the compulsory rule.

Here are some of the objections we have to meet:

Nothing to arbitrate.

Believes in arbitration, but the case in point is one of a particularly aggravating nature involving legal points which should be passed upon by the courts.

Is sure of winning at law, but certain to lose before the Arbitration Committee.

While no one could reason that a great economic innovation such as arbitration could be accomplished at one fell stroke, yet I believe that the latitude given members in this regard should be reduced to the lowest possible minimum, to the end that only those causes over which men have no control would constitute a reasonable excuse for delay.

There is another thing which needs correction, and that is the tendency of members to wait until they get into trouble and then criticize the rules and regulations of the Ass'n and point out those things which to them seem to be the grossest imperfections. Some members have gone so far (not any more during the past year than during all other years) as to find fault with the Secretary because he would not consent to construe the rules favorably to them.

There should be no conflict between the Secretary and members in the matter of signing contracts, filing papers, making awards, and complying with the terms of the awards. When members ask for extension after extension, they should remember that upon the next occasion they may be on the other side of the transaction and be the victim of the procrastination of another.

During the past year I have been impressed more than ever with the great need

of promptly reporting cases wherein a determined resistance to the rules of the Ass'n is shown. A careful investigation discloses that where members put themselves in opposition to association discipline, there is, at least in a majority of cases, some good reason why the other members should be notified of the fact.

Mr. Powell of St. Louis has suggested the advisability of establishing a bureau for gathering and disseminating information as to credits. Such a bureau could, I think, be conducted very economically and in direct connection with the arbitration feature of the Ass'n. If country shippers, track buyers, commission men, brokers, receivers, and others would promptly inform the Secretary of overdrafts, delayed returns, repudiated contracts, quibblings over non-essentials, refusals to answer correspondence, and other ills to which the grain trade is heir, the Secretary would soon be in possession of valuable information for the use of members. To make such a bureau effective in its largest possibilities, irregularities should be reported at once, regardless of whether the member so reporting might wish the Ass'n to do more than file the report for reference. If at first no action by the Ass'n were desired, the report would be filed pending further developments. Should the complaining member fail to effect prompt and satisfactory settlement, he could at once apply for arbitration. The contract, when signed and acknowledged by the plaintiff, would be sent the defendant, who would then find himself confronted by a system of credits far more searching than that of any of the old-established commercial agencies. The reason for this would be that in addition to being called upon to protect his financial standing, and credit rating, he would have his business reputation before the trade to sustain. For the time being, such a credit bureau could be conducted without any additional expense. If it should develop to such proportions as to require the services of an expert, I am quite sure the members of the Ass'n would not hesitate to make appropriations to carry on the work.

**Uniform Grades:** I shall make only such references to the subject as shall cover that part of the work with which I have been directly connected. On July 18th, last, we received a letter from Mr. Berry, Chairman of the Illinois Railroad and Warehouse Commission, in which he invited the Grain Dealers' National Ass'n to take part in a hearing before the Commission for the purpose of determining whether the moisture test should continue to be a determining factor in the grading of corn. We secured two thousand copies of Mr. Berry's letter and sent them to the direct members and the affiliated State Secretaries. The hearing, which was held at Chicago, July 25th, was well attended and will be reported in detail by Mr. Dennis, Chairman of the National Ass'n delegation. Early in September the Commission handed down its opinion. In the printed reports of the decision, a number of causes which led the Commission to arrive at its conclusion, were omitted.

Supplementary to the work of the Committee on Uniform Grades, we have, through our office, succeeded in securing the adoption of the Uniform Grades by the following colleges and other institutions: Commissioner of Agriculture of the State of South Carolina, Commissioner of Agriculture of the State of Florida, Virginia Agricultural Experiment Station, The University of Wisconsin, Tuskegee Normal and Industrial Institute, Connecticut Agricultural Experiment Station, Oregon Experiment Station, The University of Minnesota, The University of Nebraska, North Dakota Agricultural College, Vermont Agricultural Experiment Station, University of Missouri, Ohio State University, University of Tennessee, Pennsylvania State College, Delaware College, Maine Agricultural Experiment Station.

If the progress thus far made may be accepted as an index to the future, it will not be more than a year before the uniform grades which you have promulgated will be in use in every school in the United States where the study of grains is a special feature. This, I think you will agree, means much. Most of all, it means that the boys who are to-day beginning the study of the classification of grains, will to-morrow be the farmers who will prepare the surplus grain of the world for market. By this process we are going direct to the root of all the trouble that has beset the grain trade for so many years and to the fountain head where permanent corrections can be made.

Our last order of 5,000 copies of the uniform grade's pamphlet is practically exhausted, and we have unfiled orders from colleges for 1,036 copies.

While on this subject, I wish sincerely

to thank Mr. Culver, President of the National Ass'n of Chief Inspectors, for the thoro and unselfish manner in which he has assisted in the demonstration of the grades. In the past year, we have received a number of requisitions for type samples to conform to the requirements of the grades, and Mr. Culver has always responded promptly and without charge.

Fortunately for us, the struggle to fulfill campaign pledges kept the National Congress too busy in both the last regular session and the special session to pay much attention to the bills which have, from time to time during the past few years, been annoying because all a member of Congress has to do is to conceive of some form of legislation that might strike the popular fancy and, regardless of whether there is any merit in the bill, force those who would be affected by the proposed law to take as much pains to answer as they would if the measure were really constructive.

**Legislation Proposed:** According to our information the following bills were introduced during the special session and will be up for consideration when Congress again convenes:

S. 223—A bill to regulate the inspection and grading of grain.

S. 227—A bill to prohibit draw backs on grain.

H. R. 1324, H. R. 14006, H. R. 11, H. R. 56, H. R. 778, H. R. 1620, H. R. 1631, H. R. 2959, H. R. 2968, H. R. 8078, S. 2946, H. R. 12837, H. R. 3009, H. R. 3010, H. R. 3078—Bills to prevent trading in futures and to prevent the use of the mails, telegraph and telephone for the transportation and transmission of matter relating thereto.

S. 957, H. R. 4726—Bills relating to bills of lading.

H. R. 8092—A bill to regulate rates charged by telephone and telegraph companies.

As evidence of the important part the trade rules of the Grain Dealers' National Ass'n are playing in transactions in grain, our records show that 2,158 printed copies have been sent out on special request. As will be shown by the report of the Chairman of the Committee, some new conditions have developed which may require the construction of new rules. New rules may be added to the lasting benefit of the trade, but the universal adoption of the rules already promulgated argues strongly against changing any rule except for the most weighty reasons.

In pursuance of the instructions given us at the last convention, 53 arbitration decisions are now in type, subject to the orders of the Publication Committee, of which Mr. Grimes, who will report later, is Chairman.

**B/L Legislation:** On Dec. 19th, at the direction of Mr. England, Chairman of the Committee on Bill of Lading, we sent the following address to all the members of both branches of the National Congress:

At the convention of the Grain Dealers' National Ass'n, held in Chicago, Oct. 10th, the following preamble and resolutions were unanimously adopted, and it was further resolved that a copy of the same be transmitted to you:

WHEREAS, The great staple crops of the country can only move in Interstate Commerce under Bills of Lading; and

WHEREAS, Great laxity has heretofore existed in the issuance of Bills of Lading for valuable property, and serious financial loss has been occasioned by accommodation Bills of Lading, for which legal liability has been escaped, also financial losses have accrued by reason of forged Bills of Lading, therefore, it is essential that Bills of Lading should be in every sense bonafide, and truly and faithfully represent the facts therein stated, good business principles demanding that for the benefit of the farmer, the dealer, the financial institutions and the carriers that all order Bills of Lading should be properly safeguarded, and there has been passed by the House of Representatives, and there is now pending before the Senate of the United States "A Bill relating to Bills of Lading," (H. R. 17267), which has for its purpose the prevention of issuing irregular Bills of Lading of any kind, therefore, be it

**RESOLVED,** By the Grain Dealers' National Ass'n, in annual Convention assembled, representing over five thousand buyers, shippers and receivers of grain in the various states of this country, that we heartily endorse Bill H. R. 17267, relating to Bills of Lading, now pending before the Senate of the United States, and earnestly recommend its speedy passage, and, be it further

**RESOLVED,** That a copy of this resolution be forwarded to the President of the Senate of the United States, with the request that it be presented to the Senate.

The fact that the grain crops of this country are transported only under Bills of



Lading makes it important to the farmer, interior shipper, dealer, receiver, and exporter, that in entrusting their property to the carrier they should receive a Bill of Lading of undoubted integrity and clear in its provisions. None of these interests seek to impose hardship upon the carriers, and the protection of the latter is equally important, in order that the carrier may be safe from the wrong doing of its agents, or fraud on the part of persons ever ready to take advantage of any opportunity to perpetrate a wrong.

Banks and other financial institutions handle practically all of our Bills of Lading, and are not willing to accept them unless they can have reasonable assurance that the documents are safe and that their terms are enforceable. A refusal on the part of financial institutions freely to accept Bills of Lading as collateral for sight drafts, or otherwise, will greatly impair the handling of the grain crops of this country, imposing upon the producers and all others engaged in the business, expense and delay, the result of which must be most serious. Therefore, the Grain Dealers' National Ass'n most earnestly requests the early passage of the Stevens Bill, as it will eliminate many of the disadvantages under which the farmer and handler now labor.

(Signed)

CHARLES ENGLAND, Chairman,  
Bill of Lading Committee, Grain Dealers'  
National Ass'n.

**Telephone and Telegraph Service:** At the direction of Mr. Beatty, Chairman of the Committee, we sent the members three different circulars relating to the work of the Committee.

At their meeting immediately after the adjournment of the last Convention, the Board of Directors authorized me to employ a special agent to solicit applications for membership. Mr. Riley of Indianapolis was employed, and he continued with us until March 1st, when he accepted the Secretaryship of the Indiana Grain Dealers' Ass'n. The proceeds from the 57 applications he received a little more than paid his salary and expenses, thus proving the practicability of that plan of securing members. On account of the enormous increase in the work of my office, I was not able to spend as much time in the solicitation for members as I did the year before, but in spite of that limitation, we were able to add 75 applications to the 57 taken by Mr. Riley.

The problem of holding new members has been one that has given us a great deal of concern. During the six years of my incumbency as Secretary, we have enrolled

586 direct members and, since the reasons why grain dealers should sustain memberships in the Ass'n have been more numerous and valid each succeeding year than they were in the last preceding, it is only reasonable to assume that the yearly defections among new members may easily be traced to their lack of information as to what the Ass'n does for the trade. Recognizing the inefficiency of irregularly issued circulars as a means for properly classifying and transmitting information, the members of the Board of Directors have recommended for your approval the publication of an amplified form of "Who is Who in the Grain Trade," to be issued from the office of the Secretary twice a month. The bulletin as approved by the Board of Directors will contain:

1. Complete lists of Officers and Committees. Direct Members. Affiliated Associations. Associate Members, Honorary Members.
2. Complete account of Arbitration, subdivided: Applications for arbitration. Contracts signed. Papers filed. Decisions rendered. Compliance with terms of awards. Defaults. Discipline.
3. Trade Rule inquiries, decisions and adoptions.
4. Legislative activities, including a record of bills.
5. Transportation matters, including digests of Interstate Commerce Commission and Commerce Court Decisions.
6. Progress of the Uniform Bill of Lading.
7. Demurrage.
8. Natural Shrinkage.
9. Telephone and Telegraph Service.
10. Plans for the Improvement of Crop Reports.
11. Progress of Uniform Grades and information concerning their adoption and observance. Under this head, the rulings of the Federal Pure Food Officials will be given.
12. Editorial comment in advocacy of the policies of the Ass'n as laid down at the Annual Meetings and by the Board of Directors.

You will recall that in speaking of arbitration I made reference to the delays which have attached to the filing of papers and to the general work of that branch. I believe that classified standing lists of all cases will tend to lessen the average time consumed by members in the preparation of their papers. I do not think members would contribute so freely to delays if they knew that all the members of the Ass'n were watching the progress of the case. We believe that the Bulletin will be invaluable as a ready reference, that members

will soon be looking for it and that it will bring the entire membership into much closer contact than would otherwise be possible. The solidarity thus effected will unquestionably attract the attention of non-members, to the end that the Ass'n will be one of great numerical strength and power in keeping with its name.

**Dues:** For several years we have been seeking to put the requirements as to dues in such shape as to prevent irregular resignations and thus avoid controversies with members over the payment of dues on and after July first of each year. Under Section 3 of Article 4 of the By-Laws, provision is made for a continuous membership, and under Section 4 it is provided that dues become payable July first of each year.

Notwithstanding the religious care with which we direct the attention of prospective members to this law, and the earnestness with which we endeavor to impress upon them the importance of its observance, we receive a number of resignations out of time. Upon calling the attention of those thus resigning to the provisions of the By-Laws and explaining to them the fairness that would distinguish their consideration for the elective officers in giving responsible notice of their intention to withdraw their support, we have always succeeded in inducing all but a few to pay their dues and continue to sustain their membership. Some of these have thereafter made the best of members. The few who insist upon disregarding their obligation to the Ass'n give us a great deal of trouble, and by so doing lead us to believe that they know nothing of that quality of temperament which prompted Emerson to enjoin us to pay every debt as if God wrote the bill. As a further means toward the correction of this abuse, I would respectfully suggest that you instruct your Secretary to add to the body of the application blank now in use the following special agreement: "It is especially understood that I am subscribing for a continuous membership which shall run from year to year, and that unless I resign on or before June 30th of any fiscal year for which my dues have been paid, nothing shall excuse me from the payment of my dues for the ensuing fiscal year." If the fullest economic development of the Ass'n and the wholesome prosperity of her members is what we are striving for, nothing could be more desirable as a part of the foundation than the employment of strictly business methods in the conduct of the routine affairs of the organization.

We have had some complaints of the law which requires the payment of a full year's dues after they have become due and pay-

## Officers and Directors G. D. N. A. 1911-12.



Rear Row, left to right: directors, G. J. Bonev, Wilmington, N. C.; Wallace M. Bell, Milwaukee, Wis.; J. J. Stream, Chicago, Ill.; Jas. L. King, Philadelphia, Pa.; V. J. Hollingsworth, Augusta, Ga.  
Middle Row, left to right: directors, W. C. Goffe, Kansas City, Mo.; Chas. D. Jones, Nashville, Tenn.; L. W. Forbell, New York, N. Y.; J. W. McCord, chairman executive committee, Columbus, O.; H. I. Baldwin, Decatur, Ill.; Tom Morrison, Kekomo, Ind.  
Front Row, left to right: Walter Kirwan, First V-P., Baltimore, Md.; Jno. F. Courier, Sec'y, Toledo, O.; E. M. Wayne, pres., Delavan, Ill.; Frank S. Cowgill, Second V-P., Omaha, Neb.



able July first. If the compulsory rule is to mean anything, there must be a dividing line somewhere and a full year in which to tender resignations ought to be sufficient. If memberships were not continuous, there would be a period of about three months every year in which members of the Ass'n would have no way of knowing who were members and who were not.

The following is a statement of the present membership: Reported at 14th Annual Meeting, direct, 528; enrolled, 122; total, 650. Lost by death, out of business, and resignation, 74; net direct membership, 576. Affiliated, unchanged, 1,031. Total membership, 1,607.

This shows a net gain of 48 direct members, and an increase of \$720 in the earning power of the Ass'n.

Before proceeding to my financial statement, I wish sincerely to thank President Wayne, the Board of Directors and members for the courteous treatment they have accorded me during the Convention year now closing.

#### FINANCIAL STATEMENT.

##### RECEIPTS:

Cash on hand last report.....	\$ 1,557.65
Direct membership dues.....	8,430.00
Affiliated membership dues.....	710.50
Arbitration deposit fees.....	440.00
Sundries itemized—Expense personal hearing case Harter vs. Urmston .....	113.65
Total .....	\$11,251.80

##### EXPENDITURES:

Postage .....	\$ 386.00
Salary account .....	6,009.32
Arbitration committee expense.....	89.41
Rent and office supplies.....	371.60
Printing and office supplies.....	1,045.71
Secretary's traveling expense.....	770.35
Express and telegrams.....	193.06
Refund Arbitration deposit.....	194.00
Sundries, itemized—Hotel La Salle, \$7.82; J. C. Lincoln, \$22.00; report 14th Annual Con., \$79.50; refund to Grain Dealers Journal, balance Niagara Falls Working fund, \$40.00; exchange, \$47.31; Law Reporting Co, \$20.00; total.....	216.63
Miscellaneous expense, itemized—C. B. Riley, salary and expense.....	955.61
Cash—In bank, \$970.11; on hand, Ill. Assn. ck., \$23.00, currency, \$27.00, \$50.00; total.....	1,020.11

The Secretary read part of the decision of the Illinois Railroad and Warehouse Commission, published in the *Grain Dealers Journal*, Sept. 10, page 366, refusing to make any change in the rules governing the moisture test of corn for the No. 3 grade, and retaining 19.25% as the determining percentage of moisture.

A Mennel, Toledo, O., read a paper on "Buying and Selling Grain on the 100-pound Basis," from which we take the following:

#### Buying and Selling Grain by Cwt.

The question of buying and selling wheat, corn, oats, rye, barley, wheat-flour and other grain products on a 100-lb. basis has been agitated for many years and voted on favorably at various meetings of grain dealers and millers, without practical results.

At a meeting of Ohio grain dealers at Lima, on Sept. 22d, 1911, it was voted unanimously to adopt the system of buying all grain by the hundred weight, effective Jan. 1st, 1912.

In some portions of Ohio ear corn is not by the bushel, in other sections by the hundred. When not by the bushel, no one knows what it takes to make a bushel, the weight varying from 68 lbs. for dry corn to 78 lbs. for corn with much moisture. Why confuse the farmer with uncertain figures of this kind? Give him the weight in pounds and price per hundred, and he will know exactly what he delivered to you and what is due him.

You need not fear any trouble with the farmer if you buy his grain by the hundred; that has been demonstrated by buying corn in that way. Every farmer in the United States knows what a hundred pounds means, while few if any of us know what it takes to make a bushel of wheat, corn, oats, rye and barley in every state of our country.

It is about time that the grain dealers of the United States take action in this matter and do away with the meaningless and useless term bushel. When you buy grain from farmers the first thing you do is to weigh it. Why not stop right there, instead of dividing the weight by 60 for wheat, 56 for corn, 48 for barley, and 32 for oats, to get bushels? The moment you ship this grain it is again converted into pounds and the freight charges computed on a one hundred pound basis. In invoicing the grain to the buyer, you once more convert the weight into bushels, repeating this operation several times more before the grain is finally consumed. This is surely an economic waste and borders on absurdity.

No Federal nor State legislation is required to carry into effect the cental system; it is now in use in the States of California and Florida, and once you buy and sell by the hundred weight, you would no more go back to the bushel than any one of us would be willing to exchange our decimal system of currency for the English pound, shilling and pence.

Many years ago a friend and business associate of mine remarked to me one day that every man ought to have a hobby. To my knowledge I did not have one at that time, but soon after found much satisfaction in talking about the decimal system, and this became my hobby, which I have ridden ever since, and for more than fifteen years.

Now, gentlemen, this hobby is made of strong material and will carry every one of you if you are disposed to look at the question the way I do.

Howard H. Gross, Chicago, pres. of

the Soil Fertility League, made an address on "The Next Step in Agriculture," from which we take the following:

#### Need for Better Agriculture.

The principal address of the afternoon session was by Mr. Howard H. Gross, of Chicago, President of The National Soil Fertility League, an organization which has undertaken the task of securing the co-operation of the Federal Government and the several States so that trained soil experts, or farm demonstrators, shall be placed and kept in every agricultural county in the land to show the farmers how to apply on their respective farms the best methods of cultivation.

Mr. Gross' address was bristling with facts and figures that seemed to show conclusively that there is an imperative need for better agriculture, and he told the audience how to get it. He said in part:—

The immense area between the Atlantic seaboard and the foothills of the Rockies has been swept by a mighty sea of humanity, that began with a low wash two hundred years ago, but which has come for the last sixty years with a mighty onrush. The few hundred thousands that two centuries ago fringed the Atlantic seaboard have grown into 85 millions. Seventy-five years ago Chicago was a swamp—an Indian trading station. While less than fifty years ago Omaha was not dreamed of. A large part of Nebraska, Kansas, Colorado and Wyoming was down in the geographies as the "Great American Desert." What a transformation within the span of a human life do we see about us!

The march of civilization over this area is a wonderful story, which has no parallel in history. Our bosoms swell with pride and our hearts beat faster as we listen to it.

The people spread out over the land, each taking all he wanted practically without let or hindrance. The Government busied itself in giving away tens of millions of acres in grants to railways and other corporations. There seemed to be as much land as sky, and no one dreamed that there would ever be an end to these conditions.

Within fifty or sixty years mighty changes have come over the country. Small towns have grown into great cities, and there now exists sixty odd millions of people that must be fed, who are not producers of food supplies. The fertile land has all been taken; much of that which was taken up thirty, forty, fifty and one hundred years ago has been so robbed of its fertility that it is producing a lessened yield from year to year, and tens of millions of acres have been abandoned as being unable to produce a sufficient yield to warrant the labor of cultivation. We have



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reached a point where population has almost caught up in its demands with food production. Nine-tenths of the wheat grown and 98 per cent of the corn is absorbed by home consumption. We export little, and this little is becoming less.

If the population increases in the next ten years as it has in the last ten, our food supply will be short. We will have to eat less and waste less. There are no new acres to cultivate, or at any rate, no few more as to be unimportant. Hence if the population of the future is to be cared for it must be by increased yield per acre. Within fifty years our population will be doubled; hence the food supply of the present and the coming generations forms the most important economic problem in the world to-day. No country ever has grown great or prosperous without an abundant food supply at a reasonable cost. It is only a step from hunger to revolution.

The question is, What is the next Step in Agriculture? What shall we do to increase the yield so that we will have an adequate food supply at a reasonable cost, and a large surplus for export to help feed the world that is depending upon us for food? There is a known remedy, the only question is in the application.

Our Department of Agriculture was established less than a quarter of a century ago, but it has done a wonderful work. Its scientists have traveled every land and climate. It has made deep research, carried on millions of experiments, and has garnered a vast fund of knowledge, which if properly applied would revolutionize our agricultural methods and double, even treble, the yield. This is easily possible. In Europe, on land that has been under cultivation for ten to twenty centuries, the farmers are getting two and three times as much per acre as we are getting, and that upon land which was originally not as good as ours. How was this done?

Driven by necessity, the governments of Europe took up the question of food supply for the people in a very serious manner about twenty-five years ago. A study of the situation soon made it clear that the farmers were not realizing the yields from their farms that was easily attainable; that more intelligent cultivation and a higher standard of practice was necessary. This meant education. Lecturers were sent throughout the country, giving advice and endeavoring to arouse interest. Printed matter in large quantities was distributed, traveling schools were inaugurated, holding sessions for a week or ten days in different communities. The permanent Colleges of Agriculture were strengthened and new ones established. Denmark led the way, then came Belgium, and other countries followed. All the work mentioned was good, but it was not sufficient. It did not reach the vital spot—namely: the man in the field. Then the field demonstrator, or itinerant instructor, was sent out upon a "show me" campaign. This proved effective. It brot the demonstrator—the man who knew—face to face with the farmer—who needed to know—on the very soil where the problem lay. Without going into detail, let me give you some of the results.

In twenty years Denmark with a poor and suffering population rose to one of thrift and prosperity; it more than doubled the yield per acre on its farms. It holds the record average for sustained wheat production—which is over 40 bus. to the acre. Compare this with our own 14 bus. Belgium in all its nine provinces soon adopted the plan of sending teachers of

agriculture to the people, the same instructors to carry the new methods to the very door of the farmers. The result has been nearly to double the yield, which, to begin with, was higher than our average. The wheat yield averages from 31 to 42 bus.; oats from 66 to 103 bus. Really the most significant fact, however, was that it turned the tide that had been carrying young men from the farms to the cities and sent them back to the farms. The



Howard H. Gross, Chicago, Ill.  
Pres. Soil Fertility League.

amount of live stock in the period kept on the farms increased over 50 per cent, while land values rose in all the provinces. In Anvers the average value of farms increased from \$105.00 to \$162.00, while at West Flanders it rose from \$243.00 to \$405.00.

The U. S. Department of Agriculture is sending out twenty millions of bulletins a year giving information to the farmers and others, showing the results of its investigations. The State Colleges of Agriculture have been no less successful in their special field. They send out bulletins and printed matter galore. Their instructors visit the respective counties and discuss

the new agriculture at Farmers' Institutes and other rural gatherings. The question is often asked, "Why is not this sufficient—why do not the farmers adopt a new method when by doing so they can double their yield and treble their income?"

To me the reason is very plain. The bulletins and the addresses are too technical; they do not tell the farmer what he needs to know; the information is too general, and it is often clothed in language that the farmer cannot understand. It is time to adopt the European methods.

Those who have made a study of the problem are almost a unit in reaching the conclusion that the next step in agriculture is to send out into every agricultural county a trained agriculturist, or soil chemist, to study local conditions and co-operate with the farmers in putting the knowledge into practice on the respective farms. This man should give his whole time to this work, going from farm to farm, from community to community. This plan has been tried in a moderately large way in the South and has been wonderfully successful. There is no reason why it should not work everywhere.

The National Soil Fertility League was formed for the express purpose of taking up this great question in a businesslike way, with a paid organization of strong, forceful, capable men, who will keep this matter before the public until the Federal Government and the States shall join in sufficient appropriations so that the Colleges of Agriculture may undertake this extension work as a part of their regular duties.

The plan is so direct, so simple, so businesslike, that it has enlisted the support of the strongest men and institutions of the nation. It was enthusiastically endorsed by President Taft in his address at the Conservation Congress at Kansas City, Sept. 25th. Referring to the plan of the National Soil Fertility League, the President said: "It is now proposed to organize a force of three thousand men, one to every county in the United States, who will conduct experiments within the county for the edification and education of the present farmers and of the young embryo farmers, who are being educated. It is proposed that these men shall be partly paid by the county, partly by the state and partly by the federal government, and it is hoped that the actual demonstration on the farms in the county—not agricultural stations or schools somewhere in the state—but in the county itself, shall bring home to the farmers what it is possible to do with the very soil that they themselves are engaged upon. It is ordinarily not wise to unite administration between the county, state and federal governments, but this subject is one so all compelling, it is one in which all people are so much interested, that co-operation seems easy and the expenditure of money for a good purpose so free from difficulty, that we may properly welcome the plan and try it."

Mr. Bryan and nearly all the speakers at the Conservation Congress gave the plan enthusiastic support. The presidents of the agricultural colleges are a unit in endorsing it, and say, "Given the money and the men, and within ten years they will be able to double the production from our American farms."

What this would mean to us the mind cannot conceive. Our production now is substantially 9 billions per year, about \$100 per capita. The expense of the great campaign that is being planned, when in full operation, with a first-class trained man



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in every county, at a good salary—say \$3,000 a year—will not exceed 10 cents per person per year. With such mighty possibilities before us, and with every reason to believe that only success can be the result, the expense is a mere bagatelle. The outlay—say 10 cents a year—will add to the property value of our crops \$100 a year per capita.

There is no organization or association in the land that is more vitally interested in bringing this about than the one represented by this audience, and few have greater influence. You form the connecting link between the farm and the business world. You take the product from the farmer's wagon and send it to the consumer's table, hundreds and perhaps thousands of miles distant. This association can be helpful in the dissemination of information. You can get, and should get, printed matter bearing upon this important question and see that it is handed out to the influential farmers in your respective localities. Get in touch with this mighty movement for better results and do what you can to bring it about. The greatest asset in our country is its fertile soil, for upon this everything depends.

J. W. McCord offered the following resolution endorsing the Soil Fertility League.

#### ENDORSE PLAN OF SOIL FERTILITY LEAGUE.

**RESOLVED,** That the Grain Dealers National Ass'n in convention assembled, endorse the plan and purpose of the National Soil Fertility League, and urge its members to co-operate with the League in their respective localities, and

**RESOLVED,** That we endorse and urge the passage by Congress at its next session of House Bill No. 13489, of the 62d Congress, so that the colleges of agriculture may undertake and carry out the extension work therein contemplated, and

**RESOLVED,** That we urge the Legislatures of the several states to enact such legislation and make such appropriations as are necessary to inaugurate and carry out the plan.

The resolution was unanimously adopted.

Chas. Rockwell presented the report of the committee on membership, from which we take the following:

#### Membership.

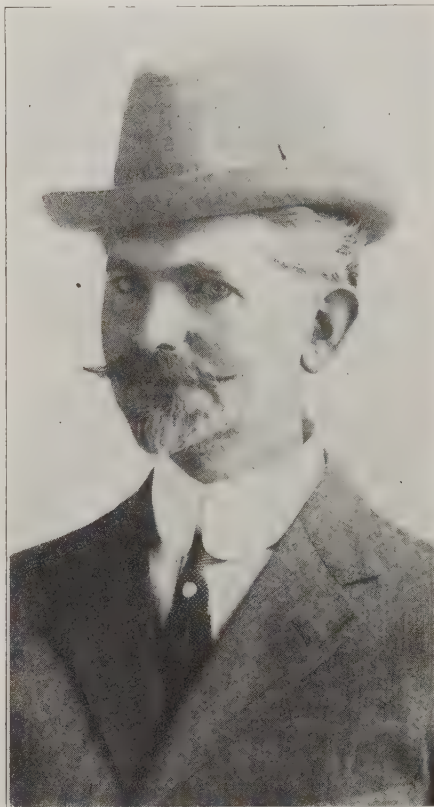
Your committee on Membership takes pleasure in submitting the following report:

Total number of members reported at last convention, 1,559; number of members added during the past year, 122; number of resignations, 74—leaving a net gain of 48. Total membership to date, 1,607.

Your Chairman having such a restricted field of operation, has been unable to add very many members by his own efforts, and nearly all of this increase is due to the earnest activity of your worthy Secretary. During the past year he has made a trip east as far as New York, two trips through the south, and several in the west, resulting in recruits from the different states as follows: Georgia, 16; Michigan, 16; Missouri, 14; Florida, 11; Illinois, 15; Nebraska (Omaha), 11; New York, 9; Tennessee, 6; Pennsylvania, 5; Indiana, 5; Minnesota, 3; Arkansas, 2; Wisconsin, 1; Alabama, 1; Iowa, 2; Maryland, 2; Mississippi, 2; North Carolina, 1. Total, 122.

The resignations were, for reasons, as follows: Resigned, 52; out of business, 17; expelled for non-payment dues, 2; failed, 2; deceased, 1. Total, 74; net increase, 48.

I am very sure that as Grain Dealers throughout the country learn more of the benefits to be gained by membership with our Association, our growth will be much more rapid. Personally I believe there is no better asset in business than RIGHT-



Chas. Rockwell, Mt. Vernon, N. Y.  
Chairman Membership Committee.

eousness, and I know that the entire effort of our Association is to establish and maintain business on right lines and according to correct principle. The grand work of our Arbitration Committee proves that to be a fact, and our own members will quickly realize that they are being protected against willful or careless errors, and Grain Dealers who are not members will seek to become so when they learn of the protection that would be theirs by becoming a member of this Ass'n.

As the result of investigation by our Arbitration Committee, if it should become apparent that willful errors were committed, or fraud indulged in, by one member against another, this would be severely reprimanded, and if continued in, such member would be expelled from our Ass'n; and by this purifying method the

general conditions of the Grain Trade would be greatly elevated and advanced.

I feel like urging a greater spirit of co-operation among members and advise trading strictly with members and by informing dealers who are not members that it is our desire to trade only with members they will quickly come into our ranks, and thus both they and we will be benefited.

I fully believe that the time is not far distant when it will be unnecessary for us to solicit new members, but that Grain Dealers will come to us and request the privilege of becoming members of our Ass'n.

CHARLES ROCKWELL, Chairman.

Adolph Gerstenberg, Chicago, chairman, read the report of the Arbitration Committee, as follows:

#### ARBITRATION.

Your Committee on Arbitration respectfully submits its report as to the trust placed in its hands for the past year.

We report that every case given to us has received careful attention, and has either been closed or is in the course of final adjustment.

As to our inability in not being able to report all cases closed, we would ask you to take into consideration that every case handled has been a complicated one with differences arising amongst your arbitrators as to the final award.

This could not be avoided, as the other members also have their strong opinions and it requires strong reasoning for us all to agree as to the final verdict.

This occasion is taken advantage of to express to the other members of the Committee my deep appreciation for their earnest and sincere efforts to help make this Committee's work an enviable one, and assist future committees as a guidance for their work.

Our labor has been earnest and in some instances very hard. We have not always been successful in arguing quickly, rather the reverse, and yet such can be traced more to the endeavor of arriving at a solution, rather than to the fact that we could not or would not agree.

Your Committee is composed of interests that we really believe give the trade true and fair representation. We feel that your interests are well watched and squarely adjusted. We feel sure you would agree with us were you able to participate with us in our debates or correspondence.

We have had cases from the north, south, east and west, local conditions have applied, also points involved that were interstate, yet all points have received the same earnest attention.

When our conclusion has been arrived at unanimously, we feel that our work has been properly performed. As to the wisdom of our conclusion, that then is up to the members, whether our verdict has their approval. We feel gratified that the appeals made to the Board of Directors have always resulted in sustaining the decision of your Committee. It has proven best, because all cases have received the serious attention that they all deserve. Litigants must then also feel satisfied, as they have had the unbiased and uninterested verdicts of both Committees.

To us it remains our reward, and which reward you can readily understand is a sweet reward indeed. May this be the pleasure also of all your future committees.



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Arbitration we hope has become an established fact, and has come to stay. The benefit must be of help to us all. It has its drawbacks, however, which might be avoided if litigants will but profit by the experience of others.

We find in some cases where litigants seem to lose sight that the main points wanted are the facts, and that we are not interested in the opinions that they express of each other.

Too much of personalities robs us of the fine points involved. We are looking hard for these points, as on such hangs the question in dispute. Give us these in plenty, in fact pound the iron hard, and if you do this aggressively, we believe you will find the "kernel in the nut," and possibly may help in solving your own problem. We never allow these to escape us, and are not interested in who the litigants might be. Our work forces us to ignore acquaintances and forces us to be guided by facts only.

A condition confronted us, however, which we feel should be a guidance to you. A sale made at a point having the benefit of official inspection and weighing, and made on such conditions, then moved into another state, where inspection was made by an appointed State Food Inspector. Such inspector's inspection conflicted with the original out inspection. Cases such as this require our best shots, and adjustments must be adjudicated carefully.

We have had a case that has put the Association to considerable expense. It required the assembling of your committee, the listening to evidence of litigants, and arguments of their attorneys, who were well prepared for this work. This entails an extra expense, and we believe the Ass'n should be reimbursed for the extra expense it finds necessary to make. It forces your committee to give the case its continuous attention, and at the sacrifice of its members' time and at the expense of neglecting their own business. As your Committee receives no reward and the labor is for the love of the work only, members are reminded of this for their guidance.

The presentation of all cases has been of great help to your committee, and the work carefully and painstakingly performed by your Secretary.

We have no special recommendations to make regarding expediting the handling of your cases. We often feel that a majority of the Committee should decide the verdict, instead of as now requiring a unanimous verdict. This is a suggestion that might have the benefit of your discussion.

Mr. President, our work has been performed, and we hope it has your approbation and has been a credit to your administration.

J. L. King, Philadelphia, moved that the reports of the committees read be received and referred to the Committee on Resolutions for appropriate action. Carried.

Pres. E. M. Wayne appointed the following committees:

**COMMITTEE ON NOMINATIONS:**  
J. M. Dennis, A. E. Reynolds, C. C. Miles, H. S. Grimes, L. W. Tarbell, J. L. King and S. W. Strong.

**COMMITTEE ON RESOLUTIONS:**  
W. N. Eckhardt, Chas. England, Henry L. Goemann, Chas. B. Riley, C. D. Jones.

**AUDITING COMMITTEE:** J. W. McCord, A. G. Tyng, J. H. Cofer.

Adjourned to meet Tuesday morning.

## THE THEATER PARTY.

Every grain dealer at the convention had been provided with a ticket of admission to the Orpheum Theater, one of twenty-two high class vaudeville houses in the Orpheum Circuit in as many leading cities of the United States.

As guests of the Omaha Grain Exchange the theater party of Monday night enjoyed a bill including Yakka Egawa, the Japanese lady foot juggler, Wilson & Wilson, Gordon Eldrid and company in "Won by a Leg," Dr. Wullner, the famous lieder singer, Fay, Two Coleys and Fay as minstrels "From Uncle Tom to Vaudeville," M. Nederveld's Simian Jockey, and animated photography by the kinodrome.

The theater was well filled by the grain men, Pres. Wayne being conspicuous in a box nearest the footlights. The bald-heads managed to get in front as usual, whether by favor of Secretary Frank Manchester or luck. Many of the ladies attending the convention formed part of the audience, which was very appreciative.

## TUESDAY MORNING'S SESSION.

Pres. E. M. Wayne called the Tuesday morning session to order at 10:15.

Edward Beatty, New York, Chairman, read the following report of the Committee on Telephone and Telegraph:

### Report of the Committee on Telephone and Telegraph Service.

The Committee on Telephone and Telegraph Service at the request of Mr. W. N. Eckhardt made a careful examination of the Universal Grain Code published by Mr. J. F. Bourke, of Chicago, and recommend that the question of endorsing this Code be referred to the annual meeting of the Grain Dealers National Ass'n.

You have all received a copy of a pamphlet entitled: "Grain Dealers and the Bell Telephone Company."

Members of the National Association want the half-rate night service restored. Committee on Telephone and Telegraph working to bring about the much desired result.

Letters from grain men all over the country show the dissatisfaction of dealers with present conditions.

The idea was to give you an opportunity to look the question over carefully before you came to the Convention; hence the publication of the pamphlet. Have you really read it?

The Merchants Exchange of St. Louis says the telegraph company provides a night letter service which has proven very acceptable to the public and very satisfactory to the company and the Board of Directors of the Merchants Exchange of

St. Louis is of the opinion that if the telephone company would furnish a reduced night service it would increase business between commercial centers to the advantage of the company, and that it is a well-known fact that the more accommodations that are given to the public in the way of telegraph and telephone service tends to increase the service and in that way brings to the company increased revenue.

Our Association members from Nebraska say telephone has become one of most useful business instruments of today.

Maryland thinks there should be a readjustment of all telephone charges.

New York believes Telephone Co. would derive satisfactory revenue from reduced rates.

Tennessee says "We would use the telephone a great deal more than we do were it not for the expense connected with the service."

Kentucky says reinstate the old half rate telephone service.

Pennsylvania says it would be advantageous to Telephone Co. to restore old rates.

Indiana says prices are too high and grain trade entitled to consideration from telephone companies.

Half rate telephone service would be great benefit to business community in Virginia.

Ohio says telephone charges too high and favors making strong effort for a fair toll rate to apply at all times of the day and night.

Missouri believes grain trade gives Bell Telephone Co. more business than any other line.



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Michigan says consolidation seems to mean increased cost.

Georgia would be delighted if old rate was restored.

Illinois says few trades or lines use the wires as much as grain men.

Decatur, Ill., since consolidation of interest night rates withdrawn, also coupon book of \$100 at discount of 25% and larger percents for \$200 and up to \$500, etc.

Edward Beatty, Chairman.

H. S. Grimes moved that the report be received and placed on file. Carried.

A. S. Hibbard, vice-pres. of the American Telephone & Telegraph Co., made an address on "Telephone Rates and Service," from which we take the following:

### Night Rates as Applied to Long Distance Telephone Service.

In introducing and developing the telephone for public service throughout the United States, the American Telephone and Telegraph Company and the so-called Bell telephones, with which it is associated, have been confronted from time to time with new and untried problems. The very nature of the business was, in itself, new. No previous method had been furnished by which members of a community generally could, at will, communicate with each other by wire, either by using the telegraph or the newly invented telephone. There were no precedents or experiences in previous practice which could be used as a guide in the introduction of the new services of the telephone, whose use has now become almost universal throughout the country. Telephone exchanges operated within the limits of cities and towns were in the United States crude imitations of the previous practices of telegraph companies, with some detailed improvements suggested from time to time as being applicable to such practices.

To meet the demand for communication between one city and another, toll lines were extended by the various companies operating throughout the country. At that time all the telephone service was operated over single wires which were grounded at each end, furnishing what was known as the grounded wire service. Interference between one telephone wire and another and interferences from telegraphic or other electrical currents soon made this grounded wire service very imperfect. It again was found in operating toll lines from the systems of one company to those of another, the different conditions of operation in the districts of the different companies made a uniform or satisfactory service impossible. It was not until the year 1886 after a long period of experimenting it was found that to provide a dependable telephone service, either in a large city or over a toll line, two wires must be used for the circuit instead of one; that the wire plant of the company must be essentially doubled. More than this, it was required that the metallic circuit of two wires must be so arranged in relation to other circuits as to eliminate interference from electrical currents passing over other lines. At about this time the work of entirely rebuilding and redesigning the telephone systems of the entire country was begun. To provide for uniformity of practice in the operation of long lines extending from one part of the country to another, and to make possible communication

between these distant points, the American Telephone and Telegraph Co. at that time began the extensive construction of long distance telephone lines. These were first established between New York and Philadelphia, later extending to Boston and intermediate cities; then to Buffalo, Chicago, and the Great West, North West and Southern parts of the United States; finally, as is well known, now reaching to the city of Denver.

This great, comprehensive system of intercommunication, supplemented by the thousands of miles of circuits provided by the Associated Bell Telephone Companies in their own territories, has brought into speaking relations the entire country east of the Rocky Mountains, while on the Pacific Coast and the Great Northwest, a system equally comprehensive has been provided. The difficulties which have been met and overcome in making successful this system of long distance telephoning have been many and varied. They were not only electrical and mechanical in making necessary the invention and development of entirely new types of apparatus, but they were commercial.

It came to be realized in the extension of long lines that, in furnishing a long distance or toll service, the company was obliged to set aside for the exclusive use of each patron an entire circuit made up of two copper wires, increasing in weight, and therefore in cost, with the greater distance covered, and occupying necessarily a greater proportion of the space upon the special long distance pole lines which were necessary for their support. These pole lines, limited in capacity to about forty wires, must be erected along rights of way which will provide for their permanent maintenance. In entering cities, or in passing through thickly populated districts, it has been necessary to put the wires under ground and contain them in specially constructed cables of large wires and of necessarily expensive character.

In the endeavor to provide this long distance service in such a way that it would be to the advantage of the communities served and assist in the development of the telephone exchanges throughout the country traversed, and at the same time provide a reasonable return upon the large sums of money invested in the toll line plant, the companies have arranged from time to time schedules of rates which would be attractive to the public and invite the use of the service. There were no precedents established by telegraph or other companies which might be used as a basis for these rates. If a telegram and a reply provided service just as satisfactory as the long distance telephone call, the telegraph service, if it were cheaper, would be naturally used. Even the cost of railway or other transportation between nearby cities had to be considered in making telephone rates. The rates required, to provide anything like a reasonable return on the capital invested in view of the volume of business then in sight, made those rates which were at first that necessary appear to be almost prohibitive. It was then assumed that the volume of traffic would be materially greater within a comparatively short period, and a schedule of rates was set up on the assumption of this greater use, altho the entire service was then practically unknown. Such rates were established, represented, for example, by the charge of one dollar for a telephone call between New York and Philadelphia, and two dollars between New York and

Boston. The service offered was entirely new. Nothing like it had been known before in any part of the world. And the rate was entirely new. No one up to that time had had an opportunity to realize the value of a telephone conversation for which one dollar or more might be paid.

In this situation, and during the period of years in which the gradual extension of lines was made, it was necessary to use every possible means to introduce the service to the public. Hundreds and even thousands of people were invited to the offices of the company to try the service free. Arguments were used to show that frequently as much was accomplished in a telephone conversation as in a trip to a distant city, and that the price of a dollar or more represented the cost of time and railroad fare. More than that, in the saving of time effected on more important transactions, the value of the service would frequently be found to be many times its cost. The public was slow in taking hold of this new facility. It had been used to railways, the telegraph service, or the mail service, and could not understand the necessity of such a rate as a dollar or more as compared with a telegraph rate of 25 cents, not realizing, as it often fails now to realize, the fact that, in providing for a long distance telephone call, an exclusive section of the company's plant, representing hundreds of thousands of dollars in value, in many cases is provided for the patron and set aside for him alone during his period of use, and that all the financial return possible upon such investment is the fee which the patron then pays.

In these earlier years not only were the long distance lines idle during many hours of the day, but practically throughout the evening and night. As a means of bringing about the education of the public as to the value of the service, and with the thought that during the more idle hours of the night fewer messages would be offered, the company established a special night rate, taking effect at 6 P. M., and being one-half the regular day rate. During the early years of its service this night rate arrangement seemed to be all right. There were then comparatively few messages at any time, day or night, and the business offering immediately at 6 P. M. could be handled with reasonable satisfaction. As time went on, however, and the lines extended over a greater portion of the country, reaching a very greatly increased number of cities and towns, it began to be noticed that at 6 o'clock there was a congestion in the long distance service brought about by the accumulation of messages and the immediate demand for service at that time throughout the entire system, which immediate demand it was, of course, impossible to meet. This meant that throughout the country business men, in order to take advantage of the half rate, were postponing their telephone calls and at 6 o'clock would immediately make the demand for the required service. Such a condition might well be likened to the service in a telephone exchange having any number of patrons. It is obvious that, in a telephone exchange, say of 100 subscribers, if every subscriber called at exactly the same instant, every subscriber's line would be busy making the call; hence, no subscriber would get any other subscriber because of his "busy" condition, and the service would be at an absolute and complete standstill. Everybody would get nobody, and nobody would get any-



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body. To a certain extent, this became the condition of the long distance service at 6 o'clock when the half rate took effect.

Consider two cities between which there are five telephone circuits, which, with a reasonable distribution of the business throughout the day or evening, are found adequate to carry all of the messages offered. Consider that, at 6 o'clock in each of the cities there are fifty calls for communication with the other city. There would be, therefore, one hundred instantaneous demands for the use of the five circuits. It needs no argument to show that such demands could not be met with any satisfaction to the patron, or with any reasonable cost to the company. Indeed, before the night rates were abolished, it became necessary to provide just at 6 o'clock a greatly increased operating force to take in hand and make a record of this almost instantaneous demand for service, but even when this was done the service demanded could not be furnished because of the congestion of calls. This meant the employment of operating forces whose services were only required for perhaps an hour, and were used in an attempt to handle this instantaneous peak load which could not be satisfactorily provided for nor distributed.

This congestion also increased the number of busy or unavailable calls so that they amounted to over 32% of all the calls made, and it required nearly four times as much labor of operators and use of the circuits to find the person called for and complete the circuit connection with the patron who had called. This was because at these hours very many people were not at their offices, sometimes not at their homes, and it was necessary to search for them in hotels, clubs, theatres and other meeting places, and the circuit was frequently used four or five times in an effort to establish such a connection, whereas during the day when business men may generally be found at their offices, only one such use was required.

The rapid increase in the number of telephones in residences throughout the country, and the consequent social use between toll points during the early evening, did much to increase the congestion of calls and to interfere with the business calls made during those hours.

At some points it was found that patrons would begin to put calls in during the earlier hours of the afternoon for service to be given them at exactly 6 o'clock, thus endeavoring to set themselves up as a preferred class having the first call on the service. In cases where these calls clashed, as they necessarily must, endeavors were made by certain patrons to gain a preference over certain others in the service rendered.

The evidences were overwhelming that this cutting the rate in half at a certain fixed hour brot about such congestion as to make dependable service a practical impossibility. Indeed, in many cases, it is likely that if ten times the number of wires had been built and ten times the operating forces employed, the period from 6 to 6:30 o'clock could not have been covered with satisfaction to the public. In actual practice, the congestion was found to represent the instantaneous peak, commencing at 6 o'clock and continuing on during a period of about three hours. This meant, in some cases, that patrons, on account of the congestion brot about by the service of other patrons, had to wait three

hours to get their service. The complaints of the service were unceasing and were accumulating rapidly month by month. Indeed, the delays and unavoidable failures of the service brot about by this congestion were such, in many cases, as to reflect seriously upon the value and efficiency of all long distance telephone service, and some patrons gave the service up entirely, using the mail or telegraph instead.

The policy of reducing toll rates over telephone lines as rapidly as warranted by experience has been consistently followed. The New York-Philadelphia rate, at first \$1.00, is now \$.75; the New-York-Boston rate, at first established at \$2.00, is now \$1.25, and corresponding reductions in the rates of the American Telephone and Telegraph Co., as well as in the toll rates of the Associated Bell Companies throughout the United States, have been made, notwithstanding the fact that the cost of rendering service has been increased by the more expensive character of the lines required, and by the general increase of operating expenses which has occurred during the past ten or fifteen years.

It has been stated that the half rate for calls made after 6 P. M. was just like the half rate, or reduced rate, for night telegrams handled by the telegraph companies. This is by no means the case, and the two services are by no means alike. The night rate for telephoning over toll lines was established to develop the business and to show its value to the public, and was introduced at a time when the volume of the service was so small that the half rate evening or night service brot about no congested conditions and the service could be efficiently rendered. The service, however, was immediate, and was rendered at the time the patron called for it, or as near that time as possible, and was given to the patron, himself, in providing for his personal use a specific circuit.

A night rate telegram, filed at any time, day or night, is received by the Telegraph Company for transmission at any time the Telegraph Co. may choose during the night—not at any time the patron may choose. Such messages, therefore, filed in telegraph offices throughout the country, are held up for transmission until such a time during the night when they may be handled with the greatest facility and economies in the plant and operating forces and are delivered on the following morning. It has always been the practice of telegraph companies, day or night, when a message is given them for immediate transmission, to charge the full day rate. This means that at the full, or day, rate, if a telegram is received for transmission, even at night, it is to be sent at once and delivered immediately upon its receipt at the distant point, night, or day. Thus, the telegraph practice for immediate service has always been to maintain the regular full rate.

All telephone service necessarily approximates immediate service, or it is no service at all, and when rendered within a reasonable time to the patron, it becomes immediate because the patron and his correspondent do the talking.

Now, night telegrams are sent very largely after the hour of midnight. If the two services were alike, telephone and telegraph—which they are not—it would be no reasonable accommodation to the public to establish reduced rates for night service, say after midnight, or even after 9 o'clock.

Such an arrangement would only prove an

irritation, and not an accommodation, and even then would at times bring about a congestion of service and would prove unsatisfactory to patrons, because some would feel that they were being given a decided preference over others, and all service would be delayed.

It will be apparent to anyone, that if the Telephone Co. should again attempt to provide for handling the congestion of business brot about by a night rate at, say 6 o'clock each evening, and continuing for two or three hours after that time, it will be necessary so to increase the plant and equipment of the company that a large portion of it would be idle through the remainder of the day, and in order to provide a reasonable return upon the investment in this plant, all of the rates, day or night, must necessarily be very much higher than is the case where a regular and reasonable distribution of the business can be made. Even now, the demands upon long distance and toll telephone service are such during certain rush hours, such as from 9 to 11 o'clock in the morning or from 4 to 5 in the afternoon, that plant and equipment and operating forces must necessarily be provided which, to a considerable extent, must be underworked during many other hours of the business day. If telephone calls, like telegrams, could be stacked up and taken in the regular order, one by one, as they are made, and handled in rotation without regard to delay, the business could be handled at lower rates than are now offered.

The public, in this country at least, will not tolerate such a condition of telephone service. When they want service, they want and demand it almost immediately, so that, to as great an extent as has been found possible, provision has been made to handle toll or long distance service upon what is known as a "no delay basis." Comparison is sometimes made between the toll telephone rates in this country, and, for example, in England, or other countries in Europe.

It is well known to those who have investigated the methods of operating in these foreign countries that their telephone toll lines, generally provided by the government, are very much more limited in number compared with the number of messages handled, than in this country, and it is the practice generally to stack up telephone calls to be handled in such rotation as is made possible by the facilities, and on a delay basis, which it is believed would not be tolerated in this country. It is not the exception, but is generally the rule, that to establish telephone communication between important centers throughout Europe, a wait of one-half hour, one hour, or even more is required. On the London-Paris line, if communication is desired, the operation involves first an appointment in the line, which may be made during the next hour or so. Sometimes the appointments are made for the following day at a specified minute, and the customers are, as it were, lined up at each end to take their turn, and a limited period only is allowed any customer; for example, he may not talk for more than three minutes unless six minutes have been previously engaged, and if engaged, they must be paid for, and no one is allowed to engage a period of more than six minutes. In other words, you may not talk as long as you want to, even if you pay the price.

In a recent report to the House of Com-



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mons, the Postmaster-General of England said that if telephone rates in that country were put upon approximately the same basis as the rates in the United States, he would be able to give a prompter and greatly improved service over his toll lines, whereas the rates now charged necessarily limited the facilities which may be offered.

The endeavor of the American Telephone and Telegraph Co. and the Associated Bell Companies in America has been to provide a comprehensive and dependable long distance and toll telephone service, and the results accomplished are greater than those in any other country in the world. The investment represents many millions of dollars, special forces have been educated and trained to handle this special department of the work, and it is the constant aim to make the service good, reasonable and prompt, and to offer it at a price which will invite the patronage of the American public.

The experiment of offering a half rate, beginning at 6 o'clock, was tried and, as the business began to develop, it failed, resulting in an unsatisfactory service to all concerned, and a service which could not be provided with any reasonable satisfaction without so greatly increasing the plant and operating costs as to make an advance in all of the day rates imperative. It is believed that such an advance in rates would not be popular, and that the greatest good to the greatest number is now accomplished by making the lowest rate that to be reasonable and possible and have this extend during all hours at which service is demanded.

We invite at all times your suggestions for the benefit of our telephone service. We assure you that they will be carefully considered by us, as we also assure you of our continued endeavors to provide for you and all of the American public the best possible telephone service in our exchanges or over the long distance lines.

Edward Beatty said,

The Association appreciates very much the courtesy of the American Telephone and Telegraph Co. in sending Mr. Hibbard to address this convention on the subject of telephone service, and it can only be regarded as a very high compliment to the Grain Dealers National Ass'n.

Mr. Hibbard's address is a splendid history of the introduction and development of the long distance telephone service in the United States, and the overcoming of new and untried problems is a tribute to American genius and enterprise.

Mr. Jones of Nashville stated: "We would use the telephone a great deal more than we do were it not for the expense connected with such service," and it was especially interesting to hear Mr. Hibbard speak of the period of years in which the gradual extension of lines was being made it was necessary to use every possible means to introduce the service to the public by a special night rate and the issuing of coupon books.

The Grain Trade feels that a reduction in the rate would increase business and the Grain Trade use the telephone more than any other lines.

Is it not possible to restore the coupon book of \$100 at a discount of 25% and larger percents for \$200 and up to \$500 as suggested?

The Merchants Exchange of St. Louis says it is a well known fact that the more accommodations that are given to the public in the way of telephone and telegraph service tends to increase the service and in that way brings to the company increased revenue.

Mr. Hibbard mentions the fact that the

policy of reducing toll rates over telephone lines as rapidly as warranted by experience has been consistently followed and the N. Y.-Philadelphia rate at first \$1 is now 75c and the New York-Boston rate at first \$2 is now \$1.25.

Messrs. Bossemeyer Bros. of Superior, Neb., say: "We believe that if the telephone companies are able to reduce rates they should reduce all day rates and not prolong business hours for grain dealers by making cheaper rates after business hours are over."

Messrs. Switzer & White, Galion, O., state "we feel telephone charges are too high. To a number of points from 50 to 100 miles distant they will charge from 50c to 75c."

Langenberg Bros., St. Louis, state the Grain Trade is giving the Bell Telephone Co. more business than any other line and it should try to meet the trade.

H. E. Kinney of Indianapolis: "I am sure that we are entitled to consideration at the hands of the telephone companies in return for the general use we are making of this system in place of the telegraph which we used formerly almost exclusively."

Botsford & Barrett, Detroit, Mich., say: "Consolidation seems to mean increased cost. Where the toll in Michigan used to be 35c the same distance now ranges from 40c to 50c."

J. P. McAlister & Co. of Columbus, O.: "We believe a general movement for a sweeping reduction all along the line in toll charges with no variation in price either day or night will be better than a special rate for night service."

Paul Van Luenen & Co., Decatur, Ill., say: "Within a few years the Bell Company sold coupons at reduced rates and we think this feature should be restored."

Mr. H. A. Hillmer, Freeport, Ill., says: "It is our opinion that the Bell Telephone Co. is exacting an exorbitant rate for long distance service in this part of the state. Prior to the strike on the Western Union telegraph lines the rate from Freeport to Chicago was 60 cents for three minutes between 6 a. m. and 6 p. m. After 6 p. m. the rate was 30 cents for three minutes. During the strike the Bell people advanced their rate to 75 cents for three minutes day or night, and no reduction has been made since that time. The Bell Telephone Co. enjoys a monopoly of the long distance telephone business in Northern Illinois, and in our opinion is charging too high a rate for the service, which is many times not of the best. It is true we have some independent lines connecting nearby points, but no independent line competes with the Bell where the distance is fifty miles or more."

Mr. Hibbard has spoken of the endeavor of the Co. to provide long distance service to advantage of communities served and at the same time provide a reasonable return upon large sums of money invested in toll lines, and a schedule of rates was arranged which would be attractive to the public and invite the use of the service.

From last Annual Report of American Telephone and Telegraph Co. it was stated:

1910—Net revenue, \$26,855,893; dividends paid, \$20,776,822; added to reserve, \$3,000,000; added to surplus, \$3,079,071. Whereas in 1900—net revenue, \$5,486,058; dividends paid, \$4,078,601; added to reserve, \$937,258; added to surplus, \$4,070,198.

Edward Beatty, Chairman.

A. S. Hibbard: On advice of attorneys we stopped the sale of the coupon book as a violation of the Interstate Commerce

Act. The sale of \$100 in coupons at a discount is an unlawful preference; the same as commutation railroad tickets.

J. W. McCord, Columbus, O.: I should like to see a preference given large users by the sale of these books. Our firm has been large purchasers of these books.

Harry W. Kress, Piqua, O.: I would like to see the country shipper given better telephone service. He puts a call on his telephone line but his call never gets thru. He should have a preference between 7 and 9 o'clock a. m. to get in his acceptances of card bids.

H. S. Grimes, Portsmouth, O.: I move the whole matter be referred to the Committee on Resolutions. Carried.

A. S. Hibbard: It is our aim and intention to give so good a service that we will not have to fight the independent telephone companies.

The Secretary offered four applications for membership:

B. A. Lockwood Grain Co., Des Moines, Ia.

Wilshire Milling Co., Wilshire, Ohio.

John Studebaker Sons, Bluffton, Ind.

S. R. Washer Grain Co., Atchison, Kan.

Their applications were unanimously accepted.

A. E. Reynolds, Crawfordsville, read the following report of the Committee on Legislation:

#### Report of the Legislative Committee.

Your Legislative Committee is glad to be able to report that no National Legislation particularly affecting the grain business has been enacted during the past year.

As is usually the case, many bills of interest to the grain trade were introduced both in the House and Senate.

These covered all sorts of subjects, such as Federal inspection of grain; contracts for future delivery of grain; Federal control of weights and measures, and many other kindred subjects. Most of these measures, owing to the rush of more important legislative matters, were allowed to die in the hands of the various committees of Congress.

The last Congress seemed to be more vitally interested in fighting political battles than in legislating. For this state of affairs the Grain Trade, in general, ought to be profoundly thankful. As has been stated by your Committee many times in the past, we need no legislation controlling the Grain Trade.

For the past ten years this Association has been very earnestly striving to correct the abuses prevailing in the Grain Business. To this earnest effort alone can be ascribed the good fortune of having no pernicious legislation enacted.

It has been the general policy of Congress not to interfere with those branches of commerce which have been striving to correct their own abuses. We earnestly urge upon the Association to continue its work of reform.

We anticipate that the next session of Congress will bring forth the usual avalanche of proposed legislation. We must



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be prepared to meet it in an intelligent and masterly way.

While it is not to be presumed that this Association can control, or prevent legislation at will, yet it is a fact that it can so influence and direct legislation as to have it conducted along reasonable and sensible lines.

We must give to our Congress the credit of wanting to enact sane and fair laws, but these Congressmen and Senators are not Grainmen and are not thoroly informed on the needs of the grain traffic of the country. It remains for those of us who are informed on these subjects and who keep abreast with them, so to mould public opinion that the general demand will be for sane, conservative laws. In this way we may largely direct legislation into reasonable channels.

This is a great task. It takes the very best talent that this Association has at its command, besides this it requires large amounts of money, more in fact than has ever been available for this purpose. We urge on you to provide for this purpose a large contingent fund which can be used for defraying the expenses of committees and witnesses to appear, from time to time, before different committees of Congress and keep such committees so informed on the needs of the grain industry that they will recommend only such legislation as will promote the best interests of our business.

The complex question of the relation of the Grain Trade to the Pure Food Law is one of serious moment and should be worked out in such a way as to put the Trade in position to know just what its rights are.

Several very serious complications have arisen in the past year on account of grain being rejected and in some instances confiscated because it was claimed it did not comply with the Pure Food Laws of certain states. There should be some very decisive legislation of a National character along this line.

Grain in its natural condition should never be subject to confiscation on account of its not filling any of the Pure Food requirements. Only after it has been manufactured and changed from its natural condition should it be amenable to confiscation for failure to comply with Pure Food requirements.

The old specter of Federal Inspection still stalks abroad in the land. From its original home in the north it takes its annual pilgrimage to Washington and flaunts itself in a very threatening manner. It is incumbent on the Grain Trade to have a sharp eye on this bogle man all the time. If the time does come when we must have Federal Inspection, this Association should have a large share in directing the kind and character of legislation to be enacted.

The general public has been very patient in waiting for the Grain Trade to work out the uniform grade proposition. It has accomplished a great deal and those of us directly concerned in the work that has been, and is being done, do not feel at all discouraged. We urge on the various Exchanges to renew their efforts to adopt uniformity throughout the country. It is the best and only safeguard against a Federal Inspection law.

In common parlance, it is up to the Exchanges of the country to determine whether we must have this important branch of the Grain Trade controlled by the government, or left in the hands of the Exchanges. I warn you that the public will not wait indefinitely.

The question of prohibiting future trading in grain is one of serious moment. The grain trade is in itself divided on this

question. All agree that such control of future trading as would prevent cornering the market and unduly advancing the price of breadstuffs, is very desirable. It remains for someone to work out such a plan of control as will not interfere with the best handling of our crops.

To prohibit all buying or selling of grain for future delivery is not to be thought of, but such control of speculation as would prevent disasters, such as have overtaken the country in the past, is greatly to be desired. It behooves the Grain Trade to bestir itself and formulate a plan that will meet the requirements without seriously disturbing the grain traffic.

One of the trying propositions that confronts the grain traffic is the lack of uniformity of laws being enacted by the various states. It is highly necessary for the best interests of the Trade in general that the different state laws should conform with each other. We are confronted with different weights and measures in various states; different transportation laws, and scores of other irregularities.

We recommend to the Association the widening of the scope of action of the Legislative Committee. Besides the present committee which is supposed to look after National Legislation, we think it would be wise to have a committeeman from each state, whose duty it would be to look after, and report to the general Legislative Committee on legislation enacted, or threatened, in his state. In this way we would keep thoroly informed on all state legislation.

In general we recommend to the Association the continuance of its efforts in the direction of reform. A great deal remains yet to be done. This Association stands at the very forefront in its efforts to work out such reforms as are demanded by the public.

We can only maintain this position by renewed efforts along this line. We must be ready at all times to meet conditions as they arise in Washington. Our Congressmen and Senators always give us a respectful and intelligent hearing and a great deal has been accomplished by our efforts.

We recommend the continuance of the vigilance which has characterized this work in the past.

Respectfully submitted,  
A. E. Reynolds, Chairman.

Report received and adopted.

H. E. Halliday, Cairo, chairman, read the report of the Committee on Trade Rules, from which we take the following:

## Report of the Committee on Trade Rules.

The report of your Committee on Trade Rules will be brief owing to the fact that the demands made upon us this past year have not been burdensome. Several inquiries of minor importance have been passed upon and settled to the satisfaction of the various members making the request, and only a few questions have arisen that require the necessity of their being made a matter of record.

One of the first and most important questions submitted to us was the following: "When a contract containing specified days for shipment of grain falls due on Sundays or legal holidays, shall the shipper have the privilege of using business or calendar days?" Your Committee decided that shipments should move prior to Sundays or legal holidays from point of shipment.

Since passing on this point, your Committee finds that the Council of Grain

Exchanges has adopted the same ruling and with your permission, I will quote the recommendation of that body on this subject: "We also recommend that the shipping time at all markets whether the grain has been sold for shipment within a specified number of days, or for immediate, quick, or prompt shipment, be uniform, and that same be made to read 'calendar days' instead of 'business days'; and if it is not found advisable to use calendar days as a basis for time of shipment, that this Council then take up with the Grain Dealers' National Ass'n and such other grain exchanges whose rules are based upon calendar days, and have them amend their rules to 'business days' so as to agree with the rules of the majority of the exchanges and thus avoid the friction which is bound to arise owing to difference in shipping time."

Another point raised by a member was on the question of offering grain for acceptance without specifying a limit as to the amount. Your Committee held the buyer, in that case, had the privilege of accepting any quantity he desired, provided his acceptance came within the time limits of the offer, namely 9:30 A. M. the next business morning.

Other questions submitted to us have been somewhat in the nature of questions for arbitration and your Committee has had a slight hesitancy in passing upon them. For instance, a buyer in Detroit purchases a car of grain from the west. On arrival the buyer finds the grain loaded in a refrigerator car and owing to switch track facilities is unable to load to advantage at his elevator. He therefore decides to forward the car to New York and risk the change in the market pending its arrival and sale. After disposal of the grain in New York, the buyer finds a surplus over and above his contract and offers to settle with the shipper at contract price. The shipper contends for the market advance on the surplus grain and your Committee holds that shipper is entitled to same, on account of the failure of the buyer to notify shipper of the change in destination. Your Committee wishes to call your attention here to the fact that, strictly speaking, there are no fixed rules bearing on this point and it is largely a question of fairness and equity, and it probably comes within the province of the Arbitration Committee.

Further, a case recently submitted to your Chairman wherein a buyer in Oklahoma purchased a contract from a dealer in Kansas City to move within a specified number of days. The Kansas City shipper originated movement from an interior point, but before the grain reached or left Kansas City, the time limit had expired. Your Committee held shipper at fault and found its ruling confirmed in a similar case decided by your Arbitration Committee several years ago.

The two cases above cited only serve to bring us to the point I wish to make, that the work of the Arbitration Committee and that of the Trade Rules Committee runs along parallel lines and is apt to overlap as our Association grows in years, and I would suggest that our Executive Committee give the matter consideration and devise some plan whereby there can be no clashing of rules of the two Committees at variance with one another.

In closing my report I wish to submit to your consideration an amendment to Rule 7 submitted to us by the Illinois Grain Dealers Ass'n. "Moved that the second part of rule No. 7 of the Trade Rules be amended by inserting the words TWENTY-FOUR HOURS, in line two, after the word 'shipment'; and also by changing



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the word 'may' to 'shall' at the beginning of the fourth line of said paragraph."

Mr. President and gentlemen of the Grain Dealers National Ass'n. It has been a pleasure to me to serve you in the capacity of Chairman of the Trade Rules Committee during the past year, and I thank you for the honor you have conferred upon me.

Respectfully submitted,  
H. E. Halliday, Chairman.

Mr. Halliday stated that several matters had been presented during the past few days, but regretted he was the only member of the committee present.

Chas. B. Riley, sec'y Indiana Ass'n, read an amendment to the trade rules requiring the receiver at the terminal market to notify the shipper promptly by mail or wire how the grain grades.

Chas. England, Baltimore: I would suggest that notice be given by receiver within so many hours after the receiver gets information of the grade.

C. D. Jones, Nashville: A rule like that presented by Mr. Riley would lead to controversy, as many would not do it; and the receiver not living up to the rule would injure his case in an arbitration.

Mr. Riley: We have had a good many complaints from shippers that they were unable to get a report on the grading of trial shipments. Men feel aggrieved if they have a car out for a market 30 to 40 days without getting a report on grade.

Mr. Halliday moved that his report and the suggestion of Mr. Riley be referred to the incoming Trade Rules Committee. Carried.

Chas. England, Chairman, presented the report of the Committee on Uniform Bs/L, from which we take the following:

#### Report of the Bill of Lading Committee.

At the meeting of this Association in Chicago a year ago, resolutions relating to bills of lading were passed, and according to your instructions copies of the resolutions were sent to all members of Congress. During the year there has been practically no change in the status of the Uniform B/L and there have been few complaints in regard to it, as the carriers have not enforced its objectionable terms, which is not a reason why they might not do so in the future, or for the abandonment of any effort in behalf of a safer and more equitable document.

The Stevens Bill, H. R. 25335, which at the time of your meeting in Chicago last October had passed the lower House of Congress, and was before the Senate, remained unacted upon at the adjournment of Congress, and therefore died with that session. Promptly with the convening of the special session of the Sixty-second Congress, Mr. Stevens reintroduced his measure, and there is now pending in Congress Bill H. R. 4726, which is similar to H. R. 25335, which failed passage in the Sixty-first Congress.

These measures, however, differ from Bill H. R. 17267, originally introduced in the House of Representatives by Mr. Stevens Jan. 7th, 1910, and replaced by H. R. 25335. The material difference is that Bill H. R. 4726 provides for a carrier failing to comply with its requirements, shall be liable to a person injured. The original Stevens Bill, H. R. 17267, contemplated criminal proceedings, whereas the present Bill provides for civil action. As a criminal statute, the Act would require strict construction, as a civil statute, it would require a liberal construction, and in this respect, at least, the Bill is not as satisfactory as the original measure introduced by Mr. Stevens.

There are other differences. Section 7 of the original Stevens Bill provided for the surrender of the property covered by a bill of lading upon giving bond. As this has been the usual custom, there is no reason why the statute should not provide for emergencies and contingencies which are certain to occur. The present Bill, H. R. 4726, contains a provision concerning shipper's load and count, whereby the carrier shall not be liable for the non-receipt, or for the mis-description of the goods described in the bill.

There was introduced in the House of Representatives on July 22nd, 1911, by Mr. Adamson, a Bill, H. R. 12806, "to prevent the issuing or accepting in interstate com-

merce of forged and fraudulent bills of lading." The Adamson Bill (H. R. 12806) makes it a misdemeanor with penalties for the agent of a carrier to deliver to any person a receipt or bill of lading for merchandise until all of the property mentioned in the bill of lading has been delivered to the said agent and has been actually received into the possession of the carrier he represents. It also makes it a misdemeanor for a shipper or any person to accept or solicit such premature bill of lading before the delivery to the carrier of the property has been completed. This Bill protects the innocent holder of a bill of lading by providing that a bill of lading prematurely issued, when freight is actually being delivered for transportation, shall be good and valid in the hands of an innocent third party, whether a purchaser thereof for value or a holder of the same, as a security for a loan. Section 5 makes it a misdemeanor with penalties for the delivery of any of the property described in the bill of lading unless the original bill of lading is surrendered.

The passage of the Stevens Bill, H. R. 4726, and the Adamson Bill 12806, should be earnestly advocated by this Association and its members generally, as these two measures provide some of the requirements of safety, which this Association has heretofore demanded. It is possible that these Bills may be merged into one act, as they have both been referred to the House Committee of Congress on Interstate and Foreign Commerce, thus giving an excellent opportunity to embody other necessary features.

A very objectionable feature in the present bill of lading is the provision on its face that the merchandise is "Received subject to the classifications and tariffs in effect on date of issue." There should be an amendment of the Stevens Bill whereby carriers will be prevented by a change in classification rules, to modify or annul the conditions of the bill of lading, or otherwise affect it. It is claimed that there is no such intent in this provision; but all danger in this connection should be guarded against.

There should also be a provision in the Act whereby carriers should not be exempted from liability for losses by fire after forty-eight hours' notice of arrival, or for loss or damage occurring while the

property is stopped or held in transit upon the request of the shipper or owner.

There should also be an amendment changing the condition on the bill of lading which now provides that claim for loss shall be based upon invoice price at point of shipment. This is manifestly unfair and unreasonable, as the real value of any property is the cost of replacing it, and not its original invoice price, which can rarely be duplicated.

The so-called "Uniform Bill of Lading" was adopted for use in official classification territory, being that section east of the Mississippi and north of the Ohio and Potomac Rivers, and it is not therefore in fact a uniform or general document in its use, altho the Interstate Commerce Commission, in its recommendation at the time the bill of lading was promulgated, stated that it was expected that the railroad companies generally would adopt and use the bills of lading.

The Interstate Commerce Commission in its report on the Uniform Bill of Lading simply recommended its adoption, stating that it did not undertake to prescribe the bill of lading or its adoption, because it was convinced that such an order would exceed the Commission's authority. Since the promulgation of the Uniform Bill of Lading, the Interstate Commerce Act has been amended, and it is claimed that under the present Act the Commission has ample power to formulate and enforce the bill of lading. However, there are certain regulations which no authority outside of Congress can enforce, therefore Congress should legislate fully upon this subject and enact a complete code, unless by passing a measure which only in part deals with this matter, it might modify all the law, statutory and judicial, existing in the various states upon this subject.

An earnest effort should be made to amend the Stevens and Adamson Bills to meet these objections. However, if an attempt to amend them is likely to delay or endanger their passage, it would be wise to work for their enactment in their present shape, and thereby secure the benefits of much good in these measures, and after their enactment, there should be a combined endeavor to secure the adoption of a complete national code on bills of lading.

Charles England, Chairman.

The report was received and placed on file.

Fred Mayer, chairman, read the following report of Crop Reports Committee:

#### Crop Reports.

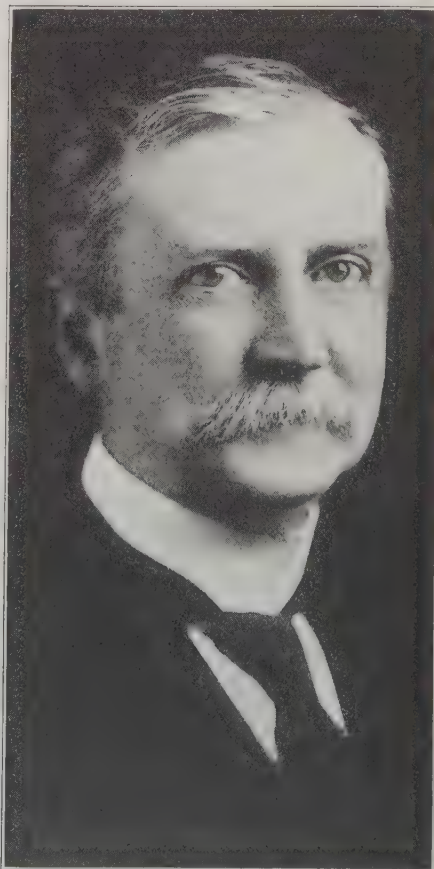
Your committee on crop reports has not much to say at this time.

There has been more or less pressure brot to bear to have the Agricultural Department issue its monthly reports while the grain markets were in sessions, but your committee has at various times sent communications to the authorities at Washington showing that a large percentage of the members of this Association was against having the reports come out any other time except at the close of the market or shortly after. During the past few months the reports have been issued just after the close of the market, and this time seems to be agreeable to every one.

It probably would be well for the Committee on Resolutions to again ask the government to refrain from issuing the reports while the markets are open, but that is for the committee to decide for itself and for the Ass'n to act upon.

That there is still room for improvement in the gathering of crop reports, especially some of those issued by the various states, cannot be denied, but it appears to your committee that the government's system just now is much better than formerly, and could be still more improved if more funds were available. It might not be out of order for this Ass'n to recommend to the next Congress a larger appropriation for this work.

FRED MAYER,  
Chairman Crop Report Committee.



Chas. England, Baltimore, Md.  
Chairman B/L Committee.

SOUVENIRS were plentiful, the Barrett Grain Co. presenting the dealers with very handsome and serviceable bill book. Logan Bros. Grain Co. giving out a clever puzzle and the Bewsher Company and the Dan Joseph Co. supplying those present with pencils. The Murphy Grain Co. presented all of "Knute's" friends with a matchsafe. Postcards were distributed by the Milwaukee Chamber of Commerce.



## TUESDAY AFTERNOON'S SESSION.

The Tuesday afternoon session began with an address by Hon. Gilbert M. Hitchcock, United States Senator from Nebraska, on the subject "Government Regulation of Business," from which we take the following:

### GOVERNMENT REGULATION OF BUSINESS.

SENATOR HITCHCOCK: Mr. President, Ladies and Gentlemen: I am reminded at the moment of a little incident which occurred at a banquet when one of the speakers of the evening, about to be called upon, leaned over to the Toastmaster and whispered, "What shall I talk about?" and the Toastmaster whispered back, "Talk about five minutes;" and when I notice the somewhat reluctant spirit with which the members of this Association abandon their personal conversation and come into this room.

I believe that I will begin by abbreviating the title and will talk for a few minutes on "Government Regulation of Business." That is a matter in which the whole country seems to be a good deal interested. It is a matter which is vital at this time. It is a subject upon which there are two distinct lines of thought, and in a general way we call them the progressives on one side, and possibly reactionary or conservatives on the other.

Now, it seemed to me in thinking over this subject for today, that possibly we have made a mistake in imagining there is something new in this. I believe there is very little that is new in this idea of Government regulation of business. Government is as old as man, and so is business. Originally government was very crude; governments were largely in ancient times of a tyrannical nature, an autocratic or monarchical power existing by force, not by the consent of the people, and created largely for the purpose of carrying on wars. Gradually there has been a change. Now governments instead of being monarchical in fact, and autocratic in form and power are gradually becoming all over the world representative of the popular will.

When our own republic was created over a century ago there were only two or three republics in the world, only two or three countries in which the people governed themselves. Now there are 26 republics, governments which practically exist by popular favor. We see monarchies like Great Britain yielding their powers to their people, and even in Germany the representatives of the people constantly are encroaching on the powers of the Kaiser; we see a Duma in Russia, which is there to take charge of the Czar; we see a constitutional monarchy coming up in Spain to take away the power of the King, a new constitutional form of government in which the Cabinet is really the source of power. And so there has been this gradual change of government, and now governments instead of existing largely for the purpose of carrying on wars with other people, exist for the purposes of developing the resources of the people, protecting the individuals, promoting prosperity, taking care of the public health, and to do all these things it is absolutely necessary that more and more of these governments should interest themselves in the daily life of the people, protect those who are weak from those who are strong.

There has been almost the same kind of development if we look at business. Business is no longer carried on the crude form of barter and trade. To be a business man was at one time a matter of reproach; to be in trade was a disgrace. A man in business was at one time looked down upon by the rest of the community, because in those days the methods of business were the methods of trickery and deceit, and the profits were made largely by imposing on the customers. Gradually there has been an uplift in the business world, and today it is safe to say that the great business of the country in almost all branches is carried on upon honor, which has established credit, which has estab-

lished the principles of honesty in business; not simply because it is the best policy, but because it is right, and thus gradually the development and improvement in business conditions has continued until today, particularly in the United States, a man who is a genius in business stands as high as genius in any other walk of life; in fact, I don't know but we have gone too far in this country in glorifying our captains of industry. Certainly the business world, like the world of government, has developed tremendously, and yet there must be that same relation between government and business which formerly existed, and there too we see the gradual development of this relations between the government and the business world.

If you go to London, and go to Guild Hall, you will find there imbedded in one of the great stones a brass yard stick. That was the standard of measurement, and every yard stick in Great Britain had to correspond with that yard stick. The business world was required to make its yard sticks conform to that yard stick, and so the quart and pound and all the other factors of measurement were governed by the government. From that old brass yard stick which you can still see in London, there has developed a great system of standardizing.

We have in this country, for instance—following Great Britain and Germany—a Bureau of Standards. If you go to Washington it will pay you to visit the Bureau of Standards. The Government has invested hundreds of thousands of dollars in what is called a Bureau of Standards, but what is nothing more than the outgrowth of the old government regulation of the yard stick and quart measure.

If you are taken ill and send for your physician, he comes to you and puts a therapeutic thermometer in your mouth. There was a time when therapeutic thermometers in the United States varied so greatly in their record of temperature that many deaths undoubtedly occurred because of these defective thermometers. Now the Bureau of Standards standardizes all therapeutic thermometers made in this country, and when the physician comes to you and puts such an instrument in your mouth, you have the protection of the government behind it that your temperature is being accurately recorded.

When we turn on the electric lights in our houses we feel safe in knowing that we are getting a correct measure of the electric current because the electrical meters are standardized, the gas meters are standardized, the water meters are standardized. And all the strengths of materials are tested in that great Bureau of Standards at Washington.

That illustrates to my mind the way in which the government regulation of business affairs has gradually expanded with the growth of civilization; from that brass yard stick to the great Bureau of Standards which now reaches out into all the activities of business and tests all of the new devices, all of the new articles, which men and women use in their daily life.

In olden times it was the right or power of the government to regulate and protect the people upon the public road, the equality of the use of the public road or highway was looked after by the government. That same principle has gradually been expanded until now the government, both federal and state, has assumed and exercises the power to govern the railroads, simply because in ancient times and all times the government has had the power to exercise control over the highways, and when the railroads, tho privately owned, became the public highway, the same principle of government naturally expanded and we have seen how in our own day the great principle of government regulation and control of railroads has been established.

I could go through a great many instances of that kind to show that from all time the governments have legitimately and properly entered into the business life of the community. They have regulated the sale, or prohibited the sale of intoxicants and poisons, they have regulated the operation of banks, they have regulated the operation and supervision of corporations, which are artificial beings created by law, and they have gone into innumerable walks of life, and as business has developed more and more, government has developed to meet these new conditions.

We have seen in our own day the triumph of a new development; we have passed from the age of individualism into the age of organization and combination, and the individual in the active world amounts to but little. It is now a matter of organization and combination, and your great organization here, Mr. President, which is one of the most highly refined and highly developed business enterprises of which I know, indicates that. I suppose the business in which you are engaged is actual as well as imaginary—for I have been told some of the grain business is not altogether actual—you have sort of a Christian Science way of doing business sometimes (laughter), two of you get together and imagine you bot and sold something and it is as real as if something had been done—but your organization and business represents one of the most highly refined and developed business enterprises in the United States; it indicates the doing away with individualism.

You have established a great interest, you are operating together in that interest, and I believe you are operating together very largely upon an equal basis; you adopt strict rules and regulations and lay them down and require their observation in order that you may be put on an equality with each other. I read something in the paper to the effect that your president had discussed, if not advocated the idea of government inspection. I am inclined to think that the time will come when government inspection of the grain you deal in will probably be a desirable thing to consider in this country. I don't say that the time has come, but I believe the hand of the government is some day likely to be reached out for that purpose; not simply to protect the consumer but also to protect the business and make it more legitimate and more regular.

I might cite how the government control has reached out and regulated the employment of labor for the protection of the laborer, how limits have been placed on usury, and how the public health has been protected. I believe the most remarkable advance in any number of years has been the advance we have made in this country on the protection of public health against poisons, fraud and deleterious substances.

The prohibition of trade conspiracies, and the securing of legislation against trade monopolies. We are now just in the midst of a great struggle involving these great issues. The old common law of England prohibited and punished trade conspiracies; it would not allow men to conspire together to ruin others. The idea of trade monopoly has always been obnoxious. Almost every government has striven to prevent the development of trade monopoly, and I don't believe this government can exceed in prosperity if trade conspiracies and trade monopolies are permitted to exist. A house divided against itself cannot stand.

I do not believe in this business world we can draw a line down through the center of the country and say all on this side of the line are on a competitive basis, the merchants are competing with each other, the tradesmen competing with each other, most manufacturers competing with each other, and then on the other side of the line permit to grow up great monopolies or conspiracies which are free from competition. If that occurs the result will be the companies on this side of the line free from competition will charge their own prices, and they will eat up the great mass of people on the other side of the line, and a great bulk of the wealth will be transferred across the line.

We are all in the midst of a struggle for existence, from the man on a salary to the man in business, legitimate business, and if you permit to grow up in society or in the business world great monsters called trusts, unrestrained by the hands of the law, you are bound to enrich those at the expense of the rest of society. They do not create as much as they destroy. They take away from the common earning of the people what they do not produce. We have a great country, gentlemen, we have a country that produces more every day than any country in the world; we have got a country which produces more every year than any country in history; we have a country which produces more per capita than any country in the world. There is enough for all, but it will not do for us to permit the growing up in this country monsters of trade unrestrained by law, and allow them to take an undue share of what others produce. (Applause).

The evil has grown up gradually, and we must expect the cure to be somewhat gradual. We do not want a revolution; we want nothing destructive, but we want that handwriting on the wall to be bright



and clear as a warning to all men in the future, and we want a stop put to these practices which have been tolerated all too long by this country; and I believe the courts have already drawn the line and said "Pass here and no farther." I believe the public opinion of this country, if it remains alert in its pressure upon Congress and upon the legislatures, I believe the result will be that gradually we will have a subsidence of these great evils, and then we will have practically restored in this country a condition which will justify the claim that competition is the life of trade.

A. E. Reynolds introduced the following resolution:

### Oppose Federal Inspection of Grain

Inasmuch as the report has gone out through the public press that this Association favors Federal Inspection of Grain, and inasmuch as said Association has heretofore stood in opposition to Federal Inspection, be it

**RESOLVED,** That the report of the press does not represent the sentiment of this Association, and that the Grain Dealers' National Ass'n in convention assembled does here and now strongly reaffirm its opposition to Federal inspection, or supervision of inspection of grain, believing that the progress made by this Association in the past in its efforts to secure uniform rules governing the grading of grain, warrants us in believing that the uniform adoption of its rules will soon be accomplished.

Carried.

E. M. Wayne stated that the newspapers had misquoted his address of Monday where he referred to federal inspection as a possibility "if." That he did not advocate federal inspection.

H. S. Grimes: I hope the press will use as large head lines in contradicting the false report as it used in publishing the falsehood.

John M. Dennis, chairman, presented the report of the Committee on Uniform Grades, from which we take the following:

### Report of the Committee on Uniform Grades.

Your Committee on Uniform Grades has the pleasure of reporting that the rules for inspection of grain, adopted by the Grain Dealers National Ass'n, are now adopted by 19 markets and state inspection departments and 17 state agricultural colleges, from which you will know that they apply to a very large percent of all the grain arriving at all the markets in the United States.

During the year we have had remarkably few criticisms of these rules. In July last, your President, Secretary and the Chairman of this Committee appeared before the Illinois State Warehouse Commissioners in defense of these rules, and in answer to complaints made by the Illinois Grain Dealers' Ass'n to the Commission, their complaint in substance being that the maximum moisture test requirement for the grade of No. 3 corn was too rigid, and asking that this be changed to permit of more than 19% of moisture, provided the condition of the corn in other respects corresponded to the requirements of the grade.

The contentions of the Illinois Grain Dealers' Ass'n were most ably presented by their President, Mr. Metcalf, and also by Mr. W. L. Shellabarger and others, and these names suggest most forceful argument from their standpoint. It is most satisfactory to state that the Commission refused to change our rules which they have adopted, not that we would not like to see our friends in Illinois get everything they want, but they must recognize like the rest of the world now recognizes, that, while the moisture content of corn may not be the absolute determining factor in the carrying property of corn, yet experiment and experience have conclusively proven that corn containing over 19% of moisture is not a uniformly safe carrying proposition.

Their contention as to the unjust difference in price between No. 3 and No. 4 corn has much merit, but we must recognize the known fact that you cannot legislate value—no law can make and establish a price for a commodity like grain. The law of supply and demand is the regulator of values in grain and all other merchandise.

That our rules have so successfully withstood the trial and experience of the

past year is a distinct compliment to my predecessor as Chairman of this Committee and his co-workers who formulated and had adopted the present rules. It is our aim to have these rules adopted by every market, believing that uniformity in inspection is as necessary to the buyer as to the seller and also means uniformity in trading that can only be brot about by uniformity in the quality of the different grades of grain. We ask the active co-operation of all of our members to bring about the universal adoption of the rules of the Grain Dealers' National Ass'n.

Respectfully submitted,

John M. Dennis, Chairman.

W. M. Bell, chairman, stated that it has been impossible for the committee on natural shrinkage to report progress.

Mr. Bell reported:

### NATURAL SHRINKAGE.

Mr. Bell: This committee, having no detail report to make, finds it impossible to report progress during the past year. While Senator Hitchcock was speaking, it occurred to me that if Government control of utilities and various matters would have no more benefit thereon than it has had on this subject, it would be almost a failure. You are doubtless aware of the action taken and the rule formulated by the Interstate Commerce Commission, and to which the railroad companies have practically paid no attention. Section 20 of the Interstate Commerce law reads as follows:

"That any common carrier receiving property for transportation from a point in one state to a point in another state, shall issue a receipt or bill of lading therefor, and shall be liable to the lawful holder thereof for any loss, damage or injury to such property—and no contract, receipt, rule or regulation shall exempt such common carrier from the liability hereby imposed."

Can any grain buyer or shipper among us say that in any instance the railroad companies have lived up to this law, which is government control you might say.

The East, through the Central Traffic Ass'n, has formulated in its rules the following, which is certainly, in my opinion, a very arbitrary position to take:

"Claims for shortage will only be entertained when it is demonstrated that such shortage is the result of wreck or defective equipment or transfer of the grain by the railroad companies en route, or other causes for which the carrier is liable. If claims for shortage are properly payable as a result of the foregoing contingencies, full amount will be paid and the claimants will not be called upon to deduct the percentages from their claims as representing natural shrinkage."

By the way, our committee don't take any stock in the term "natural shrinkage." We don't think there is any such thing. We don't think that any grain man should allow there is, but there is a loss which might be termed an invisible loss in the handling of grain, the loading of it at one point, the transporting of it to another, and the unloading at that point. You can't make the weight come out exactly the same, but we consider that "invisible loss" is the proper term to use rather than "natural shrinkage."

Further, this rule provides:

"This means that when the record is perfect claims will not be entertained."

The foregoing rule is very strenuously opposed by the shipping interests as it is an effort on the part of the carriers to place the burden of proof of negligence upon the shipper.

Our committee last year represented that this organization should be represented. Our report read:

"It is our recommendation that this association enter a protest against the present ruling of the eastern lines and that a special committee be appointed to co-operate with the committee of other organizations who are now considering this matter for the purpose of agreeing upon some uniform basis for the adjustment of claims for loss of weight in transit."

This undoubtedly has been overlooked as there has been no committee appointed, or at least no such action taken as is recommended here. There is a very strong organization composed of fourteen of the western grain exchanges bounded on the North by Minneapolis and Duluth, on the East by Milwaukee and Chicago, on the South by New Orleans and Galveston, and on the West by Kansas City and Omaha, which have joined, and are now in conference with all the railroads reaching those points. There are fourteen of the railroads and perhaps it would be of information to you gentlemen for me to read the purposes of this organization.

"In the matter of settling claims for loss of grain in transit.

"At a meeting held this date to consider the above matter with representatives of grain markets and grain interests as shown hereon, the following conclusions were reached:

"It is recognized that the obligation to transport and deliver to the consignee at destination the full amount of grain loaded into a car at point of shipment rests upon the carrier, or, failing to do so to pay for any loss occurring.

"The present published rules of the carriers relating to the adjustment of claims for loss of grain in transit are unjust and unreasonable in that they do not fully recognize this obligation and thereby impose much hardship and loss upon the shippers and receivers of grain; it is further recognized that it has been the practice on the part of some shippers to present claims for loss of grain in transit for an amount less than it costs the carrier to handle such claims, but we are unanimously of the opinion that the present published rules can be changed so that the method of handling claims will be modified and unified and exact justice be done to both shipper and carrier, and delays and annoyances in the handling of claims eliminated.

"To this end the following suggestions are respectfully submitted as a basis upon which rules for adjusting claims for loss of grain in transit should be made:

"First: If there is any so-called natural shrinkage in the transportation of bulk grain in carloads, it is of such small amount as to be substantially a negligible quantity, and therefore should not be considered a factor in the making of such rules.

"Second: That it is the duty of the carrier to deliver a like amount of grain to a consignee at destination as is loaded in

### Boston's Delegation Run on the Sidewalk.



In rear seat, J. F. Hammers, Seth Catlin, Jr., and Matthew D. Benzaquin. In front, at the wheel, Seth Catlin and J. E. Southworth.



the car at the shipping point, and, if there is any loss in transit such carrier is responsible for the same, and should pay such loss in full.

"Third: Recognizing that the expense of handling claims of like character is substantially the same regardless of the amount of the claim, it is our opinion that carriers should not be put to the expense of handling claims for trivial amounts arising from the slight invisible loss which might occur in loading or unloading certain kinds of grain; therefore, no claim should be filed for shortage where the amount of the loss is less than \$1.00 on each car.

"Fourth: All claims for loss when properly supported by necessary documents, should be paid promptly. In case such claims are not paid within sixty days after presentation interest at the rate of six percent per annum shall be added thereto from the time the claim is presented until paid."

It is again the recommendation that this organization shall have a representative, and is requested that they be given representation upon this committee, and I therefore offer the resolution that the President appoint the Secretary—I think probably he would be of much service to the organization—on this committee—to allow us a representation, and if it is accorded, that the Secretary of this organization be the representative of the Grain Dealers National Association.

Mr. Bell offered a resolution that the President request that the committee be allowed representation on the general joint committee on natural shrinkage.

John M. Dennis: The railroads collect from us a 9-cent claim on the ground they are compelled to do so by the Interstate Commerce Commission. They collect every cent we owe them.

Mr. Bell read a letter from a New York member of the committee that the railroads positively refuse to pay for shortages. "The average shortage is 3 to 5 bus. a car and in a year amounts to a good deal."

A. G. Tyng: The railroads are willing to pay for the burlap in cooping cars.

Mr. Bell's resolution was withdrawn, to be presented to the Resolution Committee.

A. G. Tyng, chairman, read the following report of the Committee on Transportation:

## REPORT ON TRANSPORTATION.

Your Committee on Transportation has had an easy year so far as its duties are concerned. Under the constitution of this Association, it is our duty to consider all complaints made to us by members regarding any Transportation Co.

We are glad to say that not a single complaint has been made to us during the past year. We do not think this means that there has been an absence of cause of complaint, but feel that it shows that there is a much better understanding between the various Transportation Companies and their shippers. It shows that the spirit of equity and fairness, for which the National Ass'n stands, has somewhat extended to the Railroads, which is a result that has always been hoped for, but hardly expected.

In general transportation matters, the interests of the members of the Ass'n are so varied that unless some matter arises which is clearly in the interest of all, your committee could take no original action.

We have given all general matters of transportation our attention, but there has no cause arisen which called for such action in the past year. The matter of Railroad Transportation is now so much a question of Law that the duties of this committee have been much curtailed. We therefore report that we have done our best to fulfill our duty, but there has been no work given us to do.

E. M. Wayne: I offer a suggestion that when you have a perfectly just claim that is somewhat old you offer to arbitrate. I did so and they sent a man. You will find they will pay the claim rather than arbitrate.

Adjourned to 9:30 Wednesday.

## THE BANQUET.

The "Four Hundred" of the grain trade were entertained at a banquet on the evening of Tuesday, Oct. 10, in the banquet hall of the convention headquarters, as the guests of the Omaha Grain Exchange.

The tables were tastefully decorated with ferns and the walls were draped with American flags and at the windows were bouquets of chrysanthemums.

A string orchestra rendered lively popular selections throughout the evening, and the guests joined in the chorus with zest.

Moet & Chandon flowed like water; and L. W. Forbell pulled a cork with his teeth.

The T-K quartette sang take-offs on popular members of the Omaha Exchange and visiting dealers.

L. H. Stubbs of St. Joe told several good stories.

Al Smith gained several rounds of applause by his inimitable dialect stories.

### MENU.

Martini	Olives
Bluepoint Cocktail	
Celery	
Cream of Tomato, au Crouton	
Fried Filet of Sole	
Pommes Persillade, Sauce Tartare	
White Seal	
Braised Spring Chicken	
Potato Rissole, au Cresson	
Creme de Menthe Punch	
Lettuce and Tomato Salad	

Neufchatel Cheese	Toasted Wafers
Neapolitan Ice Cream	Assorted Cake
Demi Tasse	Imported Cigars

With three cheers for Omaha the guests dispersed at 10:30.

## WEDNESDAY MORNING'S SESSION.

The Wednesday morning session was called to order by the President at 10:30 a. m.

H. S. Grimes, chairman of the Committee on Publication of Arbitration decisions, presented the report of the committee, from which we take the following:

### Publication of Arbitration Decisions

The decisions of the arbitration committee I am happy to state have in almost every case been accepted by both parties. Many of them are parallel cases; and it was decided at last meeting that all the decisions since the creation of the committee be published in pamphlet form, so that you could look over them for cases covering your own differences and thereby avoid resorting to arbitration on some point already covered.

It was decided by the directory that instead of publishing these arbitration decisions in a single pamphlet they be published in a bulletin to be issued each month, so you would be able to keep up to date. That is a better plan.

This "Who's Who in the Grain Trade" will be of great value in interesting new members. It will be sent to every member and each member of the affiliated ass'n's. I hope it will not be long before this ass'n will get into shape so it can give us monthly crop reports. If we can

accomplish this we will get reports that are reliable.

If any report now can be relied upon as correct it certainly is the Government report.

If you will refer to the decisions that have been made you will find your case a parallel one.

Letters of regret were read from officers and members unable to attend.

A. E. Reynolds: I find a growing tendency, especially in Indiana, to ask friends to serve on private arbitrations, instead of referring the dispute to the regular arbitration committees of the state or National ass'n's. I, for one, will no longer serve as a private arbitrator.

For some reason they don't want to put their controversy before the regular Arbitration Committee, and they ask their friends to arbitrate the case for them. I have been obliged to serve on many of these individual committees. I never shall again serve on such a committee, a private arbitration. The man who does so at once puts himself in a position of being not only an arbiter but at the same time an advocate. It puts him in a false position.

Within the last few weeks I served with another gentleman on a committee of this nature in which the verdict was for my client, you might say, or the man

### One of Many Auto Parties.



Frank Rice does not own this machine.



who requested me to serve; and when we finally came to the end of the thing the man said "It looks mighty funny for me to sign that when I stood up here and argued for the other man. In other words, you are the attorney, judge and jury combined."

I think it would be well to have a resolution here urging our members to submit these cases to the regular Arbitration Committees, and I think it would be well for the Secretary to notify the different affiliated state associations that we hope they will not ask their members to act as arbiters on such committees. Put it up to the state committees, and then if they can't agree, put it before the National.

**THE PRESIDENT:** I believe Mr. Reynolds' point is well taken, and I believe it will be in order to offer a resolution.

**C. D. JONES:** There are a lot of our friends who are not blessed with analytical minds, they have a difference, and the question of arbitration stares them in the eye like a nightmare. They say "I don't know how to get up an arbitration case; I had better take it over here to Tim and John and tell them about it and let them say what is right. That is the reason that so many of them appeal to their friends instead of to the regular committees. But when friends come to you and ask you to arbitrate, just tell them "Boys, I can't do it, but I will help you get your papers up." I have sent a number of cases to the Grain Dealers National Ass'n without being known to them at all, cases where I got up the papers for both sides of the controversy. I suppose I lost one side of it, but I was right on the other. (Laughter.)

**MR. REYNOLDS:** I suggest then that the Resolution Committee prepare two resolutions, one, that it be sense of this convention that members should not serve on private arbitrations; and, second, that we recommend to the state secretaries that they request their members not to serve; and then if we so desire we can offer our good offices in the manner that Mr. Jones has suggested.

**MR. ECKHARDT:** There seems to be a disposition to load a burden on the Resolutions Committee. I think whenever we can perform a friendly act by sitting as an arbiter on the differences between members of the association who may live in a certain town, and thus save a lot of trouble by getting them together, we ought to do what we can provided they will be satisfied with the verdict reached, and not load everything onto the Arbitration Committee.

**S. W. STRONG:** In Illinois the idea is to have the theory of arbitration prevail, not that we want the committee to handle all cases, but to have the dealers follow the idea of arbitration. If friendly cases come up, they can be settled in a friendly way, and that will save the committee a whole lot of labor. It is entirely satisfactory to do this where a dealer wants to submit a case say to Mr. Eckhardt and two or three individuals, for in that way we can expedite matters remarkably. I would not like to have all the dealers in Illinois who have differences go to the Arbitration Committee, for the gentlemen on this commission would have to quit their business.

**MR. REYNOLDS:** I don't want it understood that anything in remarks would exclude anyone from offering their help in bringing about a settlement.

**MR. ECKHARDT:** To pass a resolution here that certain types of cases must be sent to the Committee, would, I am

afraid, give the impression that the Committee was after the money to be derived from the arbitration fee, and I think that is not the right spirit.

**MR. RILEY:** In our state we may not have as many complications as they have in other states—I am state secretary—but what we do have we like to dispose of in a proper manner. We have at the present time only one arbitration case before the Indiana Association, and there has been no other in four months. One objection I urge to the friendly arbitration is that it is not an arbitration but simply a means of settlement by compromise. John Smith comes in representing Brown, and Jones comes in representing the other fellow, and the two of them may select a third man. The third man is the only man on that committee that is qualified to determine the merits of the case, unbiased. The others are clearly advocates. So it seems to me that instead of following arbitration, and the adjustment of cases on equitable and legal, and proper lines, we are following the adjustment of cases by compromise.

The Arbitration Committee is like a court and jury; they are sworn, and it is their duty to handle the cases and dispose of them according to the trade rules, according to the rules that obtain, and that isn't the duty of the friendly arbitration made up of outside individuals.

One of the main features that we advocate in the national and state associations to get new members is that we have an arbitration by men that are competent. Now, we don't have to have them if we are going to do this work outside. I believe that Mr. Reynolds' idea is correct. I believe this association ought to explain that it is the sense of this body that the best policy to pursue is to permit all of those cases that pass the friendly offices of the secretary, to go to the Arbitration Committee.

**MR. ROCKWELL:** I can very readily see, as Mr. Eckhardt has said, that a great amount of work would be imposed on the committee of Arbitration, but I think that very soon this would diminish when it became known that all these cases were to be published. One of the great objects of this association is to raise the standard of business methods, and we are doing it to a very great degree, and if one does not understand and have knowledge of the trade rules, they should get

that knowledge. I believe that if every merchant knew that when he had a case to arbitrate it must go before the Arbitration Committee to be arbitrated, and be published, he would be very careful how he brought up cases for arbitration. I think it would make people more particular in their trading, and see whether in their standing they were absolutely right.

**Jas. L. King:** I move this matter be referred to the arbitration committee to report with suggestions at the next meeting. Carried.

**J. H. Cofer** extended an invitation to Association to hold the 1912 convention at Norfolk. Mr. Cofer read letters of invitation from the Mayor of Norfolk and its commercial organizations.

**H. S. Grimes:** I move it is the sense of this convention that the directors of the ass'n who have the selection of the 1912 convention city consider Norfolk. Carried.

**H. S. Grimes:** I insist on Mr. Cofer's going to work on the railroads and hotels to get us low rates.

**Mr. Cofer:** I assure you the hotels of Norfolk will grant the grain dealers anything in reason.

**J. W. McCord** reported for the auditing committee that the books have been kept in a very satisfactory manner, showing details of every transaction. Adopted.

**A. G. Tyng:** I move that auditing committees be appointed prior to the convening of the conventions. Carried.

## RESOLUTIONS.

**W. N. Eckhardt,** chairman, presented the following resolutions, all of which were adopted:

### TELEPHONE RATES.

**RESOLVED**—That the Grain Dealers' National Ass'n appreciates the courtesy of Mr. Theodore N. Vail, President of the American Telephone and Telegraph Co., in delegating its representative, Mr. Angus S. Hibbard, at the request of Mr. Edward Beatty, Chairman of the Committee on Telegraph, to explain to this Association the declination of the Telephone Company to restore the half rate night messages, and were duly impressed by his statements.

It is conceded that rapidly changing conditions have produced a general and steadily increasing demand for every facility for prompt and economical communication, and the American Telephone Company has met this requirement in a broad and progressive spirit, developing its equipment and improving its service as rapidly as practicable, which fact, together with Mr. Hibbard's elucidation of the present situation, assures us that the patrons of his company will receive due consideration hereafter both in regard to service and cost commensurate with wise and efficient management, also that the Telephone Company will always appreciate that its interests are identical with its patrons' and dependent upon their good will.

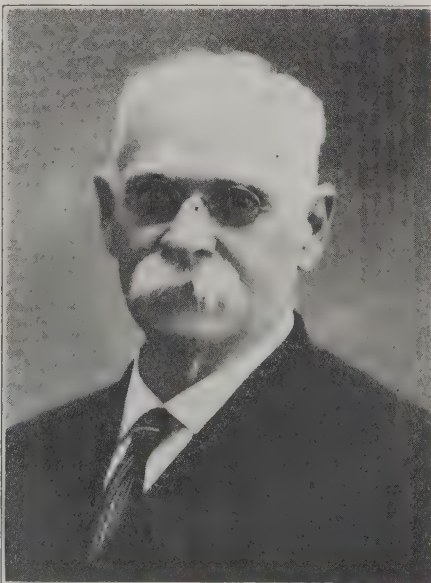
### REVISION OF ARBITRATION RULES.

**WHEREAS**, The Arbitration Rules of this Association and the affiliated Associations are not entirely in harmony and some questions have recently developed which disclose the importance of a complete review thereof to the end that the highest degree of efficiency and harmony will obtain; therefore be it

**RESOLVED**, That the President be authorized to appoint a Committee of one or more from this Association and each of the Affiliated Ass'ns, to whom shall be referred the rules in question for review, consideration, and modification, and that said Committee shall file its report with the Board of Directors of this Association, whereupon said Board of Directors shall have and is hereby given authority to consider, modify, and approve such report, and when approved the same shall thus become the effective rules of this Association for the government of all arbitration matters.

### KEEP CERTIFICATES OF WEIGHT AND INSPECTION SEPARATE.

**RESOLVED**—That it is the sense of this Convention and we recommend that certificates of weight and certificates of inspection be issued as separate documents in all markets where this is not now the practice and custom. That all certificates of weight bear full and proper notations of



G. J. Boney, Director, Wilmington, N. C.



the exact condition of the car at time of unloading.

## DEPRECATE PRIVATE CROP REPORTS.

**RESOLVED**—That we deprecate the issuance and dissemination of the numerous and in many instances of very unreliable private crop reports.

## ASK ELIMINATION OF BIDS FOR "OR BETTER" GRADES.

**WHEREAS**—Criticism has been directed at the several markets and centers in reference to the bids that are made for certain grades of grain "or better," for example for No. 3 Corn "or better," and in a similar way for other grades on the theory that the seller was thereby deprived of the proper benefits that should accrue to him on the higher grades, therefore be it

**RESOLVED**, That the Grain Dealers' National Ass'n recommends that the various markets be requested to take such action as will bring about a change in the practice and custom, so that the purchases of grain at interior points be on the flat grades.

## THANKS TO OMAHA.

**RESOLVED**—That we hereby tender to the Officers and Members of the Omaha Grain Exchange and The Commercial Club the sincere thanks of this Association for the many courtesies extended to the members of the Grain Dealers' National Ass'n and the visitors at this their 15th Annual Convention.

We deeply appreciate the efforts put forth by the Omaha business men to make our visit at this time a most enjoyable one, and for their special efforts in the entertainment of the ladies. We assure them that the occasion will long be remembered with the best wishes for the continued growth of Omaha as a city and the prosperity of its citizens.

**MR. ECKHARDT**: Before I read this resolution I want to say that I found this among the resolutions which we had prepared and I really couldn't account for it until I saw by the original it was written by Mr. Bell, and I sought to find him and get some explanation of it.

## MR. BELL'S RESOLUTION.

**RESOLVED**—That this Association ask representation on the General Committee composed of various Exchanges and Railroads which are endeavoring to formulate an agreement for the adjustment of claims resulting from losses in transit and of which Maegley, A. G. F. A. Santa Fe Railway, is Chairman.

**RESOLVED**, That the President of this Association be authorized to appoint a delegate to represent this Association.

**MR. BELL**: In my report as Chairman of the committee on Natural Shrinkage this recommendation was made and a resolution was offered at that time, but the President suggested that it go to the Resolutions Committee.

**MR. DENNIS**: Mr. President, what is the purpose of this committee? Is it to formulate a uniform rule for the government of the handling of railroad-ing claims throughout the United States?

**MR. BELL**: Our committee found that we could do much better work by having representation on this committee, in view of the fact that this large com-

mittee had the matter entirely in hand at the present time. This committee consists of 14 grain exchanges and 14 railroads. It is a very important matter and they are going into it to obtain all the data it is possible to obtain on the subject. This resolution is simply for the purpose of obtaining representation on that committee for this organization.

However, I don't understand that by adopting this resolution and securing representation on this committee, the action of said committee would be binding on us in any way. Our intention is only to enable your committee to become better informed on this subject, and to use our influence to gain the ends which we expect to gain.

**Jas. L. King**: I would like to inquire who is seeking the conference. Is it the railroad that is asking the conference with the exchanges for the purpose of arriving at some agreement whereby claims for a certain small amount will not be presented?

**Mr. Cornelison**: That is it. No claims under—their first proposition two or three dollars, and then there is a certain quarter of 1% to be allowed for invisible leakage.

**MR. REYNOLDS**: This whole question of railroad claims is fast becoming one of prime importance in the grain business. While we have sought to prevent legislation of different kinds, and in some instances to secure legislation, I believe this association would do well to go on record recommending some kind of legislation in regard to railroad claims. Now, we find ourselves about in this shape: Mr. Dennis states they ask him to pay shortages in freight bills on errors which they have made. Now this resolves itself into a positive proposition. A tariff is issued, and so much grain weighed in, and that puts the railroad in absolute position to collect that claim; but the great question is the shortage question. I loaded into a car in Indiana 1,000 bushels of grain, and it comes to New York or Baltimore and weighs out 980 bushels. I have got a shortage of 20 bushels. Now first of all, it is incumbent upon me to prove I put 1,000 bushel instead of 980 in the car. Now such claims as that have not a proper standing in the courts because it puts on the shipper all of the duty of furnishing proof that he puts the grain in. The railroad company can avoid all evidence showing that they lost it in transit, even if they did lose it. Now, it seems to me what we should do is to get in some position, get some legislation along the line of having a fair determination of how much grain is put in, throwing on both parties an equal re-

sponsibility of determining the amount of grain in the car.

It has been charged that this association is drifting into the hands of the exchanges. Now if you want to do something toward getting away from that question, give us people out in the country the benefit of your going on record demanding that the railroads either pay claims that are put before them by the shipper, or weigh the grain themselves, or forever afterwards seal their mouths. That is what you can do for the country shippers and when you do it you will save the trade of the country millions of dollars.

**Mr. Forbell** can get a thousand cars and get the certificate of weight, and the weight never enters into his dealings at all. But if I ship a thousand cars of stuff I have to expect there will be 3,000 bushels lost. That is true. We in one month did ship 1,006 cars of stuff and had over 3,700 bushels of loss in it, and I can't get away from it.

**MR. GRIMES**: I move that this resolution be referred to the Legislative Committee with instructions to do everything possible which in their good judgment will tend to carry out the resolution.

Motion of Mr. Grimes seconded by Mr. Dennis and carried.

**J. M. Dennis**, chairman of the Committee on Nominations, reported the following:

## NEW OFFICERS.

Pres., E. M. Wayne, Delavan, Ill.; 1st v. p., Walter Kirwan, Baltimore, Md.; 2d v. p., Frank S. Cowgill, Omaha, Neb. Directors for two years: L. W. Forbell, New York; Chas. D. Jones, Nashville, Tenn.; W. M. Bell, Milwaukee, Wis.; Jas. L. King, Philadelphia, Pa.; John R. Marfield, Minneapolis, Minn.; A. F. Leonhardt, New Orleans, La.; W. C. Goffe, Kansas City, Mo., and G. J. Boney, Wilmington, N. C.

**J. W. McCord** took the chair. The nominating committee's report was adopted. E. M. Wayne was again handed the gavel.

**W. M. Bell** read a telegram from F. C. Maegley, Chairman of the Joint Committee of the railroads and exchanges on Natural shrinkage, asking that the Grain Dealers National Ass'n co-operate with the committee.

Adjourned sine die.

## IN ATTENDANCE.

**South Dakota**: I. S. Henjum, Hartford. **Oklahoma**: J. F. Kroutil was present from Yukon.

**Arkansas** was represented by Thos. S. Laser of Clarksville.

**Utah**: R. E. Miller and Wm. B. Hughes, both of Salt Lake City.

**New York** were Edw. Beatty, L. W. Forbell, of L. W. Forbell & Co., and Chas. Lockwell.

**Boston** was represented by J. F. Hammers, J. E. Southworth, Seth Catlin, Jr.; Matthew D. Benzaquin.

**Philadelphia** dealers were Wm. P. Brazer, E. E. Delp of the E. E. Delp Grain Co., E. M. Richardson, Jas. L. King.

**Toledo** representatives were H. L. Goe-mann, K. D. Keilholtz of Southworth & Co., Fred Mayer of J. F. Zahm & Co., A. Mennel and F. O. Paddock.

**Baltimore** dealers were Walter Kirwan of Kirwan Bros. Grain Co., Chas. England of Chas. England & Co. and John M. Dennis, pres. of Louis Müller Co.

**Michigan** men in attendance were F. G. Emmons, Detroit; W. E. Shelden, Jackson; A. T. Stockdale, C. E. DePuy, Stockbridge, and Wm. S. Rowe, Grand Rapids.

**Milwaukee** was represented by W. E. Mereness, Jr., of the Mereness & Potter Co., P. P. Donahue, Wallace M. Bell of W. M. Bell & Co., M. G. Rankin and H. M. Stratton.

**Missouri**: William J. Garner, Louisiana; N. F. Hackett, Fairfax; J. M. Scammon, Tarkio; J. F. Cook and H. F. Leet of Marysville, Mo.

## Association Secretaries.



Left to right: S. W. Strong, Illinois; C. B. Riley, Indiana; J. F. Courcier, G. D. N. A.; G. A. Wells, Iowa; J. W. McCord, Ohio.



Nashville, Tenn., dealers in attendance were Chas. D. Jones and Harry Williams. St. Joseph, Mo., sent Wm. Burke, A. I. Brunswig, J. L. Frederick, T. P. Gordon, A. C. Hauck, Wm. Musterman, Ira S. Schreiber, F. R. Warrick.

Colorado sent C. B. Seldomridge, Colorado Springs; W. J. McGowan and E. E. Scott, Denver, and J. F. Spoengle, Pueblo.

Texas dealers in attendance were: J. C. Whaley, Gainesville; E. G. Rall and Bert K. Smith, Ft. Worth; G. B. R. Smith and Geo. T. Chapman, Sherman.

Minneapolis was represented by C. A. Brown, T. A. Bryant, L. W. Frost, G. B. Gunderson, H. E. Hughes, John R. Marfield, pres., and J. G. McHugh, sec'y Chamber of Commerce; A. F. Owen, H. B. Putnam and J. J. Quinn.

From the southeast were W. J. Hollingsworth, Augusta, and Hamlin W. Ford, rep. Dan Joseph Co., Columbus, Ga.; McHenry, Peters, Lynchburg and Norfolk, Va., and G. J. Boney, Wilmington, N. C.; J. H. Cofer and W. E. Cook of Norfolk, Va.

Illinois: H. I. Baldwin, Decatur; F. E. Beggs, Ashland; E. Cockrell, Jerseyville; Frank Gibbons, Dwight; H. E. Halliday, Cairo; H. A. Hillmer, Freeport; J. M. Jones, Dewey; H. A. Stotler, Winona; S. W. Strong, sec'y Illinois G. D. A., Urbana; E. M. Wayne, pres. G. D. N. A., Delavan.

Kansas dealers in attendance were: W. C. Brown, Pres. Kan. Grain Dealers Ass'n, Beloit; E. A. Fulcomer, Belleville; George Fischer, Topeka; W. H. Hastings, of the H. C. Thompson Grain Co., Wichita; W. C. Peterson, Reserve; H. B. Ragan, McLouth; W. S. Washer, of the S. R. Washer Grain Co., Atchison.

Ohio dealers were: H. Schmitt and S. Bloomfield, Cleveland; J. W. Channel, Melvin; B. F. Turner, Avery; O. M. Clark, Cable; W. A. Hull, Willshire; D. F. Taylor, Ashville; H. W. Kress, Piqua; Sec'y J. W. McCord, Ohio Grain Dealers Ass'n, Columbus; W. C. Scott, Middlepoint; H. S. Grimes, Portsmouth; P. H. Harsha, Portsmouth; B. F. Turner, Avery; R. G. Calvert, Selma, O.; H. E. Taylor, Portsmouth.

Kansas City: Frank Barrett; J. Blood; D. L. Croysdale; Edward Cooper; A. J. Denton; O. Denton; Chas. A. Dayton; Geo. H. Davis of Ernst-Davis Grain Co.; W. C. Goffe; W. B. Lathrop; C. W. Lawless, of Moore-Lawless Grain Co.; Allen Logan; C. W. Lonsdale; Wm. Murphy; M. U. Norton; D. F. Piazek; Jas. N. Russell; O. A. Severance; W. W. Simmons, of Ernst-Davis Grain Co.; R. Y. Smith; Thos. R. Smith, of B. C. Christopher Co.; S. H. Stahoski; Robert J. Thresher, of Thresher-Fuller Grain Co.; J. H. Woodbridge; A. D. Wright.

Indiana dealers present were: John Studabaker, Bluffton; A. E. Betts, Forest; M. C. Conley and J. T. Sims, Frankfort; A. E. Reynolds, Crawfordsville; Sec'y C. B. Riley, Indianapolis, of Indiana Grain Dealers Ass'n; C. M. Barlow and T. A. Morrison, Kokomo; W. B. Foresman, Lafayette; Cloyd Loughry, Monticello; W. F. Kelley, Remington; M. S. Hufford, Sedalia; J. C. Batchelor, Sharpville; Chas. A. Ashpaugh, Terhune, Pres. Indiana Ass'n; P. E. Goodrich, Winchester; C. S. Reed, Tipton; D. E. Studabaker, Bluffton; H. G. Wolf, Null Grain Co., Morristown; W. W. Loughry, Idaville.

Peoria was represented by A. L. Cox; J. H. Ridge; N. R. Moore, reftg. Rumsey, Moore & Co.; John R. Lofgren, Sec'y Board of Trade; L. H. Murray; C. C. Miles, of P. B. & C. C. Miles; R. A. Webster; Thos. J. Pursley, reftg. Buckley, Pursley & Co.; A. G. Tyng, of Tyng, Hall & Co.; W. T. Cornellison, of T. A. Grier & Co.

St. Louis was represented by C. F. Beardsley, of Picker & Beardsley Commission Co.; R. L. Canole; Jas. Connor, of Connor Bros. Co.; Marshall Hall, pres. W. L. Green Commission Co.; H. F. Ketchum; Martin J. Mullally, v. p. John Mullally Commission Co.; Jas. D. Parrott; R. J. Pendleton; Geo. F. Powell, of Powell & O'Rourke; R. F. Scott, rep. Picker & Beardsley Commission Co.; G. B. Shale, rep. John Mullally & Co.; H. A. Von Rump.

Chicago was represented by N. Lederer and boutonniere representing Adolph Kempner & Co.; H. B. Beatty, reftg. Requa Brothers; E. A. James, reftg. Armour Grain Co.; Oscar C. White, reftg. Philip H. Schifflin & Co.; J. W. Gordon; Gardiner B. VanNess; Judson Nichols, reftg. Ware & Leland; James M. Adam, reftg. Rosenbaum Brothers; Clark Brown and H. A. Rumsey, reftg. Rumsey & Co.; P. S. Goodman; F. B. Rice; J. A. Waring; J. T. Carhart, reftg. Carhart, Code, Harwood Co.; Walter Beavens, Lamson Bros. & Co.; W. N. Eckhardt; G. E. Fuller; L. F. Gates, of Lamson Bros. Co.; Adolph Gerstenberg; W. H. Kidston; Frank Lukes, rep. Albert Dickinson Co.; A. O. Mason, Nye, Jenks Grain Co.; J. C. Murray; D. A. Noyes; P. W. Seipp; Al. Smith, chief of Board of Trade police; Harry G. Smith, reftg. Lam-

son Bros. Co.; J. J. Stream, of J. C. Shaffer & Co.; E. F. Thompson, reftg. Lamson Bros. & Co.; E. H. Young, reftg. W. A. Fraser Co.

Iowa: N. S. Beale, Tama; G. R. Bentley, Payne; B. F. Bradley, Fonda; E. A. Briggs, Pomeroy; J. P. Brusher, Remsen; G. H. Bunton, Atlantic; C. H. Casebeer, Des Moines, rep. Rumsey & Co.; E. M. Cassidy, Whiting; J. W. Cheat, Des Moines; P. C. Church, Des Moines; E. G. Cool, Mason City, western rep. P. H. Schifflin & Co.; L. G. Clay, rep. Lamson Bros. & Co., Marshalltown; E. A. Fields, Sioux City; Fred Tanke, Avoca; F. Fraser, Aurelia; Jas. Gault, Preston; J. A. Gray, Onawa; R. T. Green, Longhill; J. J. Grosenbaugh, Coon Rapids; C. H. Harris, Bartlett; F. W. Hutchison, Anderson; R. P. Lindsey, Sidney; B. A. Lockwood and Lee Lockwood, Des Moines; J. McDermott, Bridgewater; W. G. McDougal, Des Moines; J. K. McGonagle, Washta; J. M. McGreer, Coburg; E. M. Manger, Sac City; Fred Marquis, Onawa; L. J. Mighell, Lake City; J. A. Miles, mgr. Scranton; E. W. Miller, Guthrie Center; H. C. Moller, Des Moines; H. D. Moore, Lidderdale; W. F. Morgan, Des Moines; Henry Niemann, Avoca; Chas. Outhier, Prescott; J. Olde, Manning; Max M. Patton, Des Moines; A. Reynolds, Ellsworth; E. D. Rhode and S. T. Rhode, Randolph; W. I. Rosecrans, Belmond; E. Rothchild, Atlantic; H. E. Scott, Council Bluffs; E. W. Shelton, Percival; W. G. Sherman, Riverton; W. W. Sherman, Council Bluffs; Chas. Sherret, Wiota; J. F. Summers, Malvern; L. T. Spangler, Atlanta; S. E. Squires, Des Moines; ex-Sec'y G. A. Stibbens, now postmaster, Red Oak; N. N. Turner, Red Oak; J. C. Vollstedt, Walnut; G. A. Wells, Des Moines; W. C. Whitney, Whiting; J. R. Whitney, Carroll.

Nebraska dealers present included the following: E. E. Agnew, Fullerton; W. B. Banning, Union; J. D. Barnes, Fullerton; W. T. Barstow, Lincoln; Geo. Bell, Colon; Jas. Bell and S. J. Bell, David City; Geo. P. Bissell, Central City; J. J. Brown, Staplehurst; T. M. Buckridge, Brock; J. N. Campbell, Fullerton; H. D. Clark, Walthill; G. W. Conrad, Wood River; G. C. Crittenden, Lincoln; J. H. Currie, Bradshaw; T. C. Davey, Havelock; C. F. Davis, Colon; W. F. Dawson, Linwood; J. J. Delaney, Geneva; W. E. Dell, Murray; M. C. Dhereson, Courtland; A. F. Diels, Scribner; E. A.

Duff, Nebraska City; L. F. Ellermeier, Swanton; H. E. Fonda, Genoa; W. D. Fonda, St. Edward; E. D. Foster, Milligan; Frank Fowler and Son, Jim Fowler, Fremont; L. W. Frost, Hastings; W. F. Gillispie, Mynard; J. S. Grosshaus, York; D. C. Hauck, Fairbury; C. E. Haverfield, North Bend; Geo. H. Hayes, Hebron; S. E. Highland, Sweetwater; A. C. Holmquist, Oakland; J. H. Holtroff, Malmö; Seth Jones, Winnetoon; S. C. Keckler, Louisville; A. R. Kinney, Ravenna; Wm. Krotter, Stuart; E. Lowe, Lincoln; C. P. Lundgrin, Warsaw; C. N. Millar, North Bend; Jas. Murray, Lorton; N. O. Milton, Menden; J. E. Olsen, Elmwood; C. A. Olson, Crofton; S. M. Pailing, Greenwood; Robert Pease, Beatrice; Carl Peterson, Ragan; W. S. Pool, Omaha; A. R. Roberts, Lincoln; O. C. Roberts, Arlington; W. E. Robins, Cortland; F. A. Roehl, Waverly; W. D. Russell, Milligan; L. W. Sage, Julian; Geo. E. Sallavin, Milford; H. O. Schaaf, David City; O. H. Schenck, Pawne City; E. G. Seoville, Friend; J. A. Smith, Ulysses; E. O. Spielburg, Winslow; E. Stockham, Hastings; M. J. Stoetzel, Roseland; E. G. Taylor, Loup City; H. E. Toof, Aurora; E. A. Twidale, Hastings; F. H. Wagner, Creighton; E. W. Williams, Pickrell; E. J. Wilse, Spencer; A. R. Wilson, Nebraska City; J. R. Wilson, Pickrell; W. T. Wilson, Walton; L. E. Wise, Colon; J. B. Zuver, Adams.

### THE LADIES.

Only about 25 grain dealers brot their wives and daughters with them, and these were so scattered, the local reception committee found some difficulty in carrying out their plan of entertaining them. On Monday evening the ladies were taken to the theatre with the gentlemen; Tuesday afternoon they were given an automobile ride about the city, and Tuesday evening they were given a theatre party to see the Fortune Hunter.

As usual, Fred Mayer of Toledo delighted the fair sex with a box of roses.

Among the ladies in attendance were: Mesdames J. M. Adam, Oak Park, Ill.; N. S. Beale, Tama, Ia.; A. E. Betts, Forest, Ind.; Seth Catlin, Boston, Mass.; J. W. Channel, Melvin, Ia.; E. G. Cool, Mason City, Ia.; Miss Stella Culver, Toledo, O.; Mesdames F. W. Eva, St. Paul, Minn.; W. D. Fonda, St. Edwards, Neb.; H. E. Fonda, Genoa, Neb.; H. S. Grimes, Portsmouth, O.; Miss Harsha, Portsmouth, O.; Mesdames H. A. Hillmer, Freeport, Ill.; Kenton D. Keilholtz, Toledo, O.; W. F. Kelley, Remington, Ind.; Harry W. Kress, Piqua, O.; C. R. McCotter, Kansas City, Mo.; Fred Mayer, Toledo, O.; T. A. Morrisson, Kokomo, Ind.; W. E. Scott, Middlepoint, O.; W. E. Shelden, Jackson, Mich.; H. E. Taylor, Portsmouth, O.; B. F. Turner, Avery, O.; Fred Vercoe, Columbus, O.

### Special Trains to Convention.

One of the delightful features of every annual convention has been the traveling together to and from the meeting place of large numbers, in trains and cars devoted to their exclusive use. On long runs the dealers have ample time to visit and get acquainted with one another, as well as with the other man's wife.

THE ST. LOUIS delegation was the only one which met with trouble en route. It arrived late, very late, but strong. The wrecking of a fast freight train loaded with live stock, at Lingo, Mo., delayed the train so long that the St. Louis dealers missed breakfast and luncheon and wore out their chips. However, they were not disposed to kick a bit. In the train ahead of them, which was wrecked, six young boys who were stealing a ride lost their lives, and many horses and cattle were killed.

THE KANSAS CITY dealers in attendance were numerous. Every train seemed to have landed some, and a few came in a sleeper together, but returned on different trains.

OHIO AND INDIANA shippers to the number of 25 left Chicago Sunday morn-



W. J. Hollingsworth, Director, Augusta, Ga.



ing in a special 16 section Pullman, over the C. B. & Q. R. R., and were delighted with the beautiful country thru which this line passes. All took particular interest in the well equipped farms and well stocked pastures of the rolling prairies.

**THE SUNDAY EVENING SPECIAL** train from Chicago leaving at 6:15, arrived at Omaha 8:30 a. m., and carried 80 dealers, including 7 ladies. The train of several cars included an observation car, buffet car and dining car.

Entertainment was volunteered by Al Smith, chief of the Chicago Board of Trade police, who for 45 minutes in both the observation and buffet cars gave stories in German and Jewish dialect and made stump speeches, many members of the Board being grateful at the discovery of a capital entertainer on their official staff.

Fred Mayer of J. F. Zahm & Co. and Dave Noyes of Chicago sang songs, which were well received.

Having put many, including Passenger Agent Gross, under the table, E. E. Delp retired at 6 a. m.

A very happy and contented lot of grain men rolled over the Missouri River bridge Monday morning.

## CONVENTION NOTES.

The only dealer to fall into the muddy Missouri was —

The weather was delightful, even to those with champagne heads.

The committee in charge of arrangements to whom great credit is due was composed of W. B. Updike, S. Saunders, F. S. Cowgill, E. P. Peck and F. P. Manchester.

As Senator Hitchcock said, the dealers preferred to talk a little themselves than to listen to others talk, so the majority remained in the hotel lobby or at the Grain Exchange.

Menu cards for the banquet were artistically designed and embossed on fancy coverstock, each card appropriately ornamented with heads of bearded barley bound with ribbon.

Altho the C. & O. was the only road mentioned in Norfolk's bid for the convention H. S. Grimes states that the Norfolk & Western will treat the shippers as well in rates and service to the 1912 meet.

The appearance of "SWEARING FORBIDDEN" placards in our fotografs must not be accepted as evidence of the profanity of those in the groups. They were mild mannered and meek and stood the camera fine without irritation.

The Croysdale Grain Co. showed their appreciation of the value of advertising by handing out cardboard frogs. They were cleverly arranged and in jumping open warned grain shippers against jumping from one firm to another and that they usually wind up by jumping to them.

**THE BADGE** of the convention consisted of a clever adaptation of the name "Omaha" and a key, "the key to the situation," from which hung on a red, green and gold ribbon colors of Aksarben, a medal with a representation of a basket of ear corn and on the reverse the date and place of the meeting.

When Fred Mayer bot boxes of flowers for the ladies there was one name he seemed to have forgotten in the list given the florist who asked him if he could not think of the lady. Suddenly it came to him that the missing name was that of Mrs. Mayer, and her name was then added to the other twenty.

The supply trade was represented by Wm. H. Kaiser, Chicago, of the Weller Mfg. Co.; F. M. Smith of Chicago and S. J. McTiernan of St. Louis, both repts. the Huntley Mfg. Co.; H. R. Miller of Chicago, repts. the Richardson Scale Co., and Frank Kaucher, St. Joseph, Mo.

Weighmasters present were: H. A. Foss, Board of Trade Weighmaster, Chicago; John Dower, Supervisor of Weights, St. Louis Merchants Exchange; Jas. H. Warren, Chief Weighmaster Baltimore Chamber of Commerce, and J. G. Goodwin, Chief Weighmaster Kansas City Board of Trade.

Insurance men present were H. A. Braunagel, and G. A. McKinney, of the Millers' Mutual Fire Ins. Ass'n of Illinois, of Alton, Ill., and C. R. McCotter, Kansas City, and J. J. Fitzgerald, Sioux Falls, S. D., of the Grain Dealers Nat'l Fire Ins. Co., and E. H. Moreland, Sec'y Tri-State Grain Dealers Fire Ins. Co., Luverne, Minn.

Norfolk's invitation to hold the 1912 convention of the Grain Dealers National Ass'n at that popular resort and leading grain market was accepted at a meeting of the directors of the Ass'n held immediately after adjournment, greatly to the gratification of J. H. Cofer. Louisville wired Mr. Cofer it would withdraw in favor of Norfolk. Recent experience with congested hotels made that seaport's splendid hotel facilities very attractive.

Railroad men were much in evidence, the Erie alone having eleven representatives. The list includes C. W. Austin, Erie; J. O. Barkley, Mo. Pac.; John E. Britt, Traders Dispatch; Wm. B. Byrne, C. B. & Q.; W. E. Eaton, Erie Despatch; Henry A. Gross, C. & N. W.; J. W. Hendley, C. & N. W. and C. St. P. M. & O.; F. T. Kelly and W. P. Kernan, Erie; R. C. Moore, Erie; Chas. T. Neal, C. B. & Q.; C. F. Osborn, Erie; J. B. Reynolds, C. B. & Q.; W. H. Rowland, Pennsylvania; F. H. Stocker, Traders Despatch; Everett Stolspart, Erie; Hervey H. Taylor, T. & P. and Internat'l & Gt. Nor. Rys.; R. A. Webster, Traders Despatch.

I could not do without the Grain Dealers Journal. I get a lot of good news from it.—J. L. Clift, Louisville, Ky.

Milling value of water-soaked wheat is the subject of an article by G. A. Olson in the American Food Journal, No. 6, 1911, giving the results of studies on the effect of soaking on the germination, and the yield of milling products. The author concludes "A water-soaked wheat is not necessarily spoiled and can be used for milling, provided it has been thoroly cleaned and dried."

## MEETING OF UNIFORM Grades Promulgation Committee.

A meeting of the Uniform Grades Promulgation Committee of the Grain Dealers' National Ass'n was held Tuesday, Oct. 10, at Omaha, Neb., preparatory to submitting its report to the convention of the Grain Dealers' National Ass'n.

J. M. Dennis, chairman, presided; and besides the members of the committee there were present Chief Grain Inspectors W. Scott Cowen, F. W. Eva, Jno. O. Foering, E. H. Culver, G. H. K. White, Geo. B. Powell and W. S. Powell.

The vital topic of discussion was reduction of percentage of moisture in No. 3 corn and reductions of the percentage of cob rotten kernels and dirt in No. 2 and No. 3 corn, one of the prime movers in the change for lower percentages having been Chief Grain Inspector Jno. O. Foering of Philadelphia.

J. H. Cofer of Norfolk, Va., read a paper advocating a reduction in the percentages of moisture and cob rot, and after considerable discussion the following resolution offered by Jas. L. King, pres. of the Philadelphia Commercial Exchange, was unanimously adopted.

**RESOLVED**, That the chief grain inspectors be requested to confer with the representatives from the Uniform Grades Committee to consider the question of reducing the percentage of cob rotten and dirt allowed in No. 2 and No. 3 corn, and the moisture in No. 3 corn.

Pursuant to this resolution the Chief Grain Inspectors National Ass'n has appointed a committee of seven to confer with a like number from the Uniform Grades Committee.

From Mr. Cofer's paper we take the following:

### Grading of Corn Too Liberal.

As a member of this Committee, I desire to make some suggestions which I trust will be adopted. For several years I have been of the opinion that the grading of grain, especially corn and oats, has been entirely too liberal. Some of you may remember at the meeting in Chicago last year, I asked for some changes or modifications, but without success. I am sure a great many of the members at that time felt my position was correct, and now with another year of experience and observation to guide us, I am confident you and they will all admit that we do need considerable improvement. I said last year and still contend that the present rules are very unfair to the North, East and South, and, in fact, to all buyers and consumers of grain.

Five percent of cob-rotten corn and two percent of dirt and broken grains is entirely too much for the No. 2 grades, and I think this should be reduced to 2% cob-rotten and 1% of dirt and broken grains; also that the No. 3 grades should be reduced from 10% cob-rotten and 4% dirt, etc., to 4% and 2% respectively. I say this for the reason that at no time can No. 3 grades of corn be bought at more than 1 to 1½¢ per bu. discount under No. 2, therefore, the grade should not permit of more than the above percentages, and if more is allowed, then there should be a corresponding reduction in price to the



A Few Delegates Caught at the "Side Door."



buyer. In other words, under present rules, No. 3 corn can contain 14% of cob-rotten corn, dirt, etc., which is equal to 140 bushels of really unmerchantable stuff in a thousand bushel car. This at 70c per bushel means \$98; whereas in the No. 2 grades we allow 7% or 70 bushels, valued at \$49, showing an actual difference in value between the two grades of nearly five cents per bushel, yet the buyer has to pay within 1 to 1½¢ of No. 2 price for the No. 3. I say we should either reduce these percentages materially or the buyer should be given the full benefit when he buys a greater percentage of dirt and rotten corn. Very few dealers have ever stopped to figure out just what the present percentages in the various grades really amount to.

**No One Would Knowingly Buy Cars with Maximum of Dirt.**—I have had about 20 years experience in the actual handling of grain, during which time I have seen all sides of the business, especially the grading, for if I had not given that feature my personal attention, I perhaps would not be in the business today. I do not hesitate to say there is not a man on this Committee who would vote to sustain and continue present rules if he could see these percentages properly mixed, nor is there one who would be willing to buy for his own use, as No. 2, a car of corn containing 50 bus. of cob-rotten and 20 bus. of dirt, and he would be even more reluctant to buy a car with 100 bushels of cob-rotten and 40 bushels of dirt, as No. 3 corn, and get the benefit of only 1c per bushel difference in price. I say this after very careful observation, and I have handled grain from practically every western market. Very few shippers take advantage of the maximum percentages allowed, and if they did, it would be absolutely impossible to handle the grain without cleaning every bushel. I have received corn from at least one market in the west this year and when a kick was made they admitted they had not shipped corn in accordance with the Uniform grades, although they furnished such papers. I have also received corn from other markets, for No. 2, which it was absolutely necessary to clean before anything could be done with it. This corn blew out between 18 and 20 bushels, which is about the full limit of dirt allowable, and I say that no man on this Committee would have sent this corn to his trade without cleaning it, regardless of the grade for which it was bought.

**Should not be necessary to Reclean No. 2.**—It was said by at least one party at the convention last year that if the South wanted recleaned corn they should buy such and be willing to pay for it. My reply to that is, in buying No. 2 corn we are paying for the standard and best grade. This being true, it should not be necessary for the buyer to reclean such corn, but it should be sufficiently good to go to any reasonable trade in its original state. My contention also is that No. 3 corn should be sufficiently clean to permit of its being handled without recleaning, unless the buyer is given a greater reduction in price than at the present time, for as before stated we are buying twice as much rotten corn and dirt at a reduction in price of only about one-fourth what it should be. There are some shippers who ship good straight grades, without manipulation; however, under our present rules any one that wishes to go into a mixing business can do so and undersell the man that is sending out a good grade of stuff and at same time furnish exactly the same papers.

**This condition results in demoralization** for the simple reason that the man who ships a strictly honest grade has to compete with the fellow that is mixing and who has the privilege of putting in the full percentages allowed under our rules. So far as I am concerned, I buy the best grain to be had and do not buy from those who do a mixing business; however, it is an injustice to the man I buy from and also to me, when I buy this grade of stuff, to allow the mixer to come along and offer our trade the same grade of grain, so far as papers are concerned, at several cents per bushel under our price. We say our grain is better, but our buyers come back with the statement that the other fellow is offering them No. 2 corn the same as we are, at possibly 2c per bushel under us. I believe the percentages should be materially reduced in order to force the producer to put his grain in better shape. As it stands now there is an eagerness on the part of dealers to buy corn early and they frequently accept corn they should not. Then having paid a full price for this grain they cannot, without loss to themselves, put it in proper shape for market, hence they dump it over on the innocent fellow and he is forced to reclean it, which takes all of the profit and frequently more.

In my opinion, gentlemen, we want to put the inspection on a reasonably rigid basis,

and until this is done and buyers insist upon getting what they buy, I am afraid there will not be much improvement in the grain business. As I view it, the salvation of this business lies in a decided improvement in the grading and then the enforcing of such rules as may be adopted, and I believe it is within the province of our Association to bring about these improvements.

**Percentage of Moisture.**—Another very important point which I desire to touch upon is the question of percentage of moisture permitted in No. 3 corn. In addition to the excessive amount of cob rotten and dirt allowable at a discount of only one to one and a half cent per bushel under the No. 2 grade, we are also forced to accept corn with a maximum of nineteen per cent moisture, or 3% more than is allowed in No. 2, and still no corresponding reduction in price is given. I had thought it might not be wise to agitate this question now, but leave it to a future convention; however, the present basis is so very unjust and out of proportion that something ought to be done without delay, and I therefore suggest that No. 3 corn be revised so as to permit of not more than eighteen per cent of moisture; however, if this is not feasible at this time, it is my opinion that the trade in order to protect themselves must insist on a greater difference in price when buying No. 3 corn. I contend that this difference should be at least three or four cents a bushel, based on present grading, instead of one to one and a half cent a bushel.

**Our export business** would be on a much better basis today and we would have more of it, if the question of grades had been more closely looked after, and we cannot hope to regain what has been lost in that way, or even to retain what we now have unless we see to it that a good honest grade of grain is given the buyer for his money.

**Would Make Growers More Careful.**—It is my opinion that when the rules of inspection are made more rigid and then enforced that it will make the man who buys from the farmer more careful in that he will make a distinction between good and poor corn and will buy accordingly instead of as is done at the present time, namely, in paying the same price for the poor corn as he would for the good simply because he is afraid if he does not buy it that his competitor will. Through the present inspection rules, together with the great desire of the buyer to get ahead of his competitor we are simply encouraging the farmer to reduce the quality of his corn because the more rotten corn dirt and moisture he can sell the better it is for him and just so long as the buyer will take such corn from them and then be able to sell it under the present rules of grading there will be no show to get an improved quality of corn. Something must be done to force the grower to put his corn in better shape, for this is where the principal trouble lies and I believe it can be done more quickly thru raising the standard of grades than any other way.

We believe The Journal to be one of the best magazines for the benefit of the grain dealer.—Swearingen & Furrow, Casstown, O.

I am vitally interested in the Grain Dealers Journal and find points of interest therein to others than grain dealers, particularly in regard to transportation and contracts.—Chas. H. Miller of Miller Bros.

## MEETING INTERMARKET Agreement Committee.

The intermarket agreement committee of the Council of Grain Exchanges held a well attended meeting at Omaha, Oct. 10, just before the second day's proceedings of the Grain Dealers National Ass'n. Henry L. Goemann presided. The following exchanges which are members of the Council were represented at the meeting.

New York Produce Exchange, L. W. Forbell.  
Baltimore Chamber of Commerce, Chas. England, Walter Kirwan.  
Philadelphia Commercial Exchange, Jas. L. King.  
Toledo Produce Exchange, H. L. Goemann, F. O. Paddock.  
Chicago Board of Trade, W. N. Eckhardt, E. A. James.  
St. Louis Merchants Exchange, John L. Messmore, Edward M. Flesh.  
Milwaukee Chamber of Commerce, P. P. Donahue.  
Minneapolis Chamber of Commerce, John G. McHugh, J. R. Marfield.  
Omaha Grain Exchange, E. P. Peck.  
Peoria Board of Trade, A. G. Tyng.  
Kansas City Board of Trade, C. W. Lonsdale, Geo. H. Davis.  
St. Joseph Board of Trade, J. L. Fredrick.

Wichita Board of Trade, W. H. Hastings.  
H. L. Goemann explained the purpose of the meeting as outlined in the report of the committee on intermarket agreement, presented to the convention of the Council at its Milwaukee meeting on June 28, 1911.

E. P. Peck of Omaha explained that contract used by the Omaha Grain Exchange, now includes the margin clause in the contract.

C. W. Lonsdale of Kansas City emphasized the point that the Chicago Board of Trade should pass the margin clause rule, also that St. Louis and Kansas City had conferred upon such a rule and it was now included in contracts covering cash grain transactions in those markets.

James L. King of the Philadelphia Commercial Exchange said it would not be possible to have the margin clause rule adopted by his Exchange. Also that the arbitration feature offered by the committee would not be adopted, but that he would be glad to recommend the substitution of "calendar days" for "business days" as shipping time.

Wm. N. Eckhardt of Chicago referred to the unfavorable attitude of the Chicago Board of Trade upon the subject of the marginal clause in cash grain contracts. He also stated that the arbitration feature provided in the report of the committee was all right.

A. G. Tyng of Peoria in referring to the calendar days as shipping time spoke in behalf of uniformity of trading rules and offered a motion that the Grain Deal-



Some of the Burlington's Party en Route.



ers National Ass'n amend its rule to read "business days" instead of "calendar days."

The motion was seconded by W. N. Eckhardt.

C. W. Lonsdale stated that in his opinion such a move would be a step backward and after others had expressed their disapproval of the motion, Mr. Tyng withdrew the motion, explaining that his only idea in making it was to secure uniformity in trade rules.

Jas. L. King moved that the Council of Grain Exchanges recommend that the various exchanges which are members of the Council put before their members the provision in the intermarket agreement committee report relative to calendar days. Adopted.

This provision in the report is as follows:

We recommend that the shipping time at all markets whether the grain has been sold for shipment within a specified number of days, or for immediate, quick, or prompt shipment—be uniform, and that the same be made to read "calendar days" instead of "business days."

**MARGINAL CLAUSE.**—E. A. James of Chicago in a discussion of the margin clause as provided in the report of the committee on intermarket agreement read a copy of what is known as the Chicago contract, used by the Armour Grain Co. in all cash sales. It was discussed by Mr. James and L. W. Forbell, and others, and it was emphasized that those dealing in cash grain desire the same privilege in calling margins as those dealing in grain sold for forward delivery.

F. O. Paddock moved that the marginal clause be recommended and adopted, and inserted in contracts by the various exchanges which are members of the Council. Adopted.

The report of the intermarket agreement committee referring to the marginal clause is as follows:

We also recommend that each market pass a rule making it compulsory for its members to insert in all contracts a margin clause covering cash grain transactions for future shipment, which will permit the calling of margins if desired by either party to the contract—same to be compulsory only as to being inserted in the contract. The purpose of this being to accord the contractors of grain for future shipment the same privileges as to the calling of margins that are accorded to contractors of grain for future delivery in the future markets; the exercise of said privilege being entirely optional in either case.

Chairman Goemann at this point ex-

plained that his committee would not undertake to dictate to the various exchanges the nature of its rules to be formed under the provision of this report and that each exchange would be left to formulate its own rules on a right, fair, broad and equitable basis. It was moved that all contracts be made to contain the clause "That both parties to the contract be compelled to arbitrate differences in the market on the basis of each trade so consummated." Adopted.

W. N. Eckhardt moved the adoption of the clause originally formulated by the Intermarket Agreement Committee of the Council including the following recommendations:

We also recommend that uniform rules be adopted as to the method and manner of adjusting defaulted or delayed shipments, or over or under shipments of grain on contracts made for shipment.

The motion was carried unanimously. Mr. Chas. England moved that the recommendation be adopted as a whole. The motion carried.

Adjourned.

## MEETING OF DIRECTORS of Illinois G. D. A.

Directors of the Illinois Grain Dealers Ass'n met in Decatur, Sept. 28.

Letters were read from various parties, calling attention of the board to the rule adopted by the call committee of the Chicago Board of Trade, Sept. 25, 1911, establishing a deduction of  $\frac{1}{4}$ c per bu. from call bids on grain from points on and for arrival via the Ill. Cent., the C. & A., Chi. & E. Ill., Wabash and the A., T. & S. F. By unanimous vote the directors referred the matter to the railroad and the transportation committees of the ass'n with power to act.

In protest against the proposition to lower the percentage moisture test on corn the following resolutions were passed:

WHEREAS we are advised that the Ass'n of Grain Inspectors proposes to recommend to the Committee on Uniform Grades of the Grain Dealers National Ass'n, a change in the rules governing the grading of corn, whereby No. 2 corn shall not contain more than 15% moisture, No. 3 corn shall not contain more than 17½ to 18% moisture and No. 4 corn shall not contain more than 21% moisture, and

Whereas, we believe existing rules at all markets where the percentage of moisture is a determining factor in the grading of grain are unfair and unjust to the country shipper and farmer,

RESOLVED, that we, the directors of the Illinois Grain Dealers Ass'n, protest against a change or the enactment of any rule whereby the percentage of moisture permitted in any grade of corn is reduced.

Protesting against the "sample corn cob mixed" grade recently added by the Memphis Merchants Exchange, the directors adopted the following:

WHEREAS, we are advised that the Memphis Merchants Exchange has added to its grades of corn a grade known as "Sample Corn, Cob Mixed," and

Whereas, we believe the existing rules covering the grading of corn at Memphis as well as all other markets are sufficient to cover all reasonable grades and conditions, and,

Whereas, believing that the enforcement of this rule will result in unfair and unjust grading and discounts,

RESOLVED that we the Directors of the Illinois Grain Dealers Ass'n, hereby enter our protest against the application of said rule.

The scale testing department of the Illinois Grain Dealers Ass'n will soon be inaugurated. The directors adopted the report of the committee appointed in regard to establishing the scale testing department and authorized the committee to start the department as soon as the number of subscribers was sufficient to

warrant the expense. The members of the board of directors themselves subscribed for 64 scales, and if the members of the Ass'n subscribe with their accustomed recognition of a good movement the department may be considered established. The directors have employed Clay Johnson of Indianapolis to begin work at once. Cost to members who contract will be \$4 for one scale and \$3 for each additional scale. The fee will be higher to those who do not contract and to non-members. In testing, repairing and adjusting scales the owner will have to pay for the material, labor, drayage and other expenses in addition to the annual fee.

Sec'y Strong was instructed to report changes wanted by the Illinois Grain Dealers Ass'n in the trade rules and arbitration rules of the Grain Dealers National Ass'n.

The directors unanimously adopted the following:

RESOLVED, that the question "Shall the Illinois Grain Dealers Ass'n continue as affiliated members of the Grain Dealers National Ass'n?" be submitted to the members of the Illinois Grain Dealers Ass'n at its next annual meeting.

Lee G. Metcalf of Illiopolis, Sec'y Strong and W. L. Shellabarger of Decatur, appointed at the last annual convention to revise the constitution, presented a copy of the revised by-laws of the ass'n, which was approved and will be presented to the ass'n at its next annual meeting which will be held in Peoria on the second Tuesday in June, 1912. The employment of L. D. Ray, of St. Louis, as assistant sec'y and traveling representative of the ass'n, was approved.

The applications of 38 grain dealers for membership in the Ass'n were approved.

It was recommended that the Grain Dealers National Ass'n amend its rules to permit the Illinois Ass'n to vote the full number of votes to which it might be entitled.

The constitution was amended to elect directors for two years.

Some weeks ago the Mexican government issued a decree permitting corn to be imported free of duty until Sept. 30 thru the ports of Progreso, Isla del Carmen, Campeche and Frontera to relieve the grain shortage in the states of Yucatan and Campeche.



Director H. I. Baldwin, Decatur, Ill.



Director F. S. Cowgill, Omaha.



## Supreme Court Decisions

**Fraud of Commission Merchant.**—One who contracts to sell property for others at not less than stated prices, on a commission basis, and reports sales at prices less than obtained, keeping the difference, is liable to them for fraud.—Supreme Judicial Court of Massachusetts. 95 N. E. 955.

**Fire Caused by Locomotive Engine.**—Where, in an action against a railroad company for the destruction of a building by fire, the direct evidence showed that a passing engine emitted sparks sufficient to communicate fire to inflammable material on which they fell on the right of way, and on a hill 50 feet beyond the right of way, 100 feet wide, there was evidence justifying the inference that the building between 85 and 100 feet from the track was set on fire by sparks.—Overacker v. Northern Pac. Ry. Co. Supreme Court of Washington. 117 Pac. 403.

**Commission Merchants.**—Where an owner of fruit gives an order to a third person upon a commission merchant to pay a certain sum from the proceeds of the sale of the fruit, it operates as an equitable assignment of the amount due the owner; but if there is nothing due from the commission merchant to the assignor, after paying the necessary expenses, there is nothing for the assignment to operate upon.—Coles v. Saitta. City Court of New York. 130 N. Y. Supp. 857.

**Switching Charges.**—Transportation of cars and freight intended for interstate commerce to and from industrial plants located from one-fifth of a mile to seven miles from the main track of the carrier is not the same service which the carrier performs when it delivers freight at its depot or team tracks, the carrier being bound to perform such industrial track service, in the absence of statute, only under an arrangement with the owner of the industrial plant, for which it may charge a reasonable compensation.—Atchison, T. & S. F. Ry. Co. v. Interstate Commerce Commission. U. S. Commerce Court. 188 Fed. 229.

**Landlord's Lien.**—Code 1907, § 4743, provides that when one party furnishes the land and a team to cultivate it, and another furnishes the labor, with stipulation to divide the crop in certain proportions, the contract of hire shall be held to exist, and the laborer shall have a lien upon the crop produced for the value of the part thereof to which he is entitled. Defendant rented his land to another, and plaintiff worked a crop thereon under agreement with such other, by which plaintiff furnished the labor and was to receive one-half of the crop, while the other furnished the land, teams, etc. Held, that the relation between plaintiff and the person from whom he rented was that of hirer and hireling, so that the only interest which plaintiff had in the crop was a lien for the value of the part to which he was entitled; and hence he could not recover a part thereof in trover.—Hudson v. Wright. Appellate Court of Alabama. 56 South. 258.

## ERROR IN RATE BASIS NOT Covered by E. & O. E.

J. B. Yeager & Co., Wilkesbarre, Pa., plaintiff, v. L. A. Morey Co., New York, N. Y., defendant, before the arbitration committee of the Grain Dealers National Ass'n.

June 16, 1910, plaintiff bot from defendant, 10,000 bus. No. 3 yellow corn at 66% basis New York rate, all rail shipment. Purchase was made over long distance telephone. Conversation over telephone in relation to this transaction is admitted by both parties.

Defendant later wired plaintiff that the basis on which the corn was worked should be Philadelphia basis and not New York basis, as their quotations read, and which quotations stated that they were subject to "E. & O. E." Said wire correction was

received by plaintiff about 1½ hours later, further wiring followed in which plaintiff reported "Have sold the corn, expect you fill basis 66% New York." Defendant then wired (received 1:11 p. m.) "Our prices subject errors, regret cannot confirm," their further reasons being that they are brokers only and transaction would not be recognized by their party who authorized the issuing of said prices of 66% New York basis, all rail, as it should have been Philadelphia basis.

Failure to confirm required prompt action by plaintiff to protect the contract, and they claim to have bot the corn on June 17, 1910, at 67% New York rate all rail basis, showing loss of ¼ cent.

The transaction having been made over telephone bot both parties close together, and at that time no error was known as to any different rate basis than New York all rail. Condition later only showed the error.

There is no dispute as to quantity, there is a difference as to rate basis but not as to price. Evidence indicates fully that a transaction was made on a quotation for New York billing basis, and only later plaintiff was notified that it should be changed to Philadelphia basis.

Our conclusion is that there is due the plaintiff, \$50 the loss claimed, which the defendant should pay, with additional cost of arbitration.

Adolph Gerstenberg,  
E. M. Wasmuth,  
E. A. Grubbs,  
Committee.

"Chicken corn" was the medium of exchange in a recent real estate deal at Dalton, Ga. A tract of 80 acres changed hands, the buyer giving four notes calling for 10,000 lbs. of "chicken corn" which will be planted on it, to be paid annually for the next four years. An Atlanta grain firm has already bot the grain, paying \$1,600.

Receipts of American maize in Denmark, according to Consul General Axel Permin, during 1908-9 and 10 were 168,176, 126,048 and 153,169 respectively. He reports that Danish merchants consider the present 16% to 18% of moisture too high and wish it reduced to 12% or 13% for January and February shipments and not more than 10% for April, May and June shipments.

Barley dealers estimate that about 5,000,000 bus. or 90% of the Pacific coast barley has been sold to Chicago and other markets in the central west. The barley was moved east in unusually short time. Heretofore it has taken three and four weeks for coast barley to make the trip to the central west markets, but this fall it came in from 10 days to two weeks and tracks were crowded.

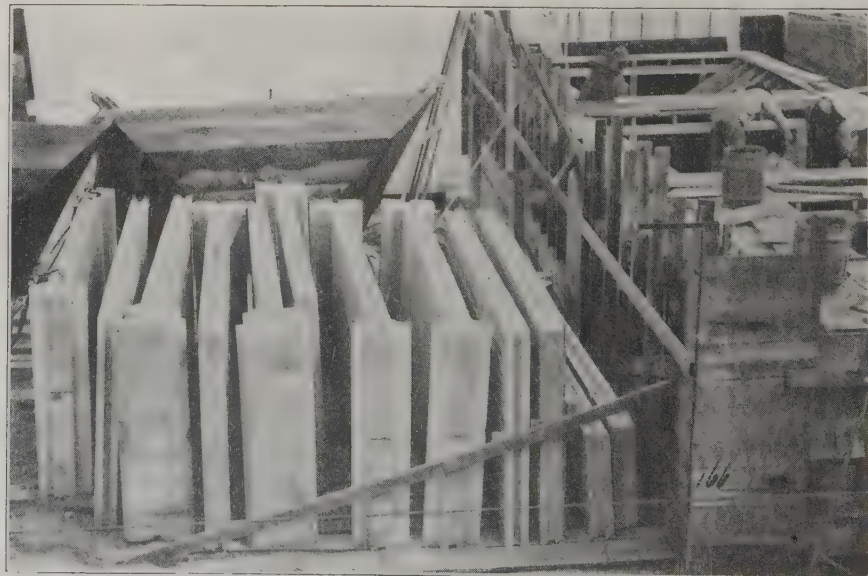
## ELEVATOR OF CONCRETE Slabs.

A unique style of elevator construction possessing some of the advantages of both cement concrete and clay tile is being tried out for the first time at Highland, Ill. Unlike some prior experiments with new methods of elevator construction, this plan of unit construction is proving entirely satisfactory to the owner of the first elevator built according to the new method. Both owners and builders are highly gratified that their departure from older methods is making good all their expectations.

The walls of the elevator are composed of large slabs of concrete dovetailed one on top of another, 12 tiers high, there being 36 of these large cement concrete blocks in each of the four walls. The tiers break joints at the corners of the building, making it absolutely stiff against wind pressure, while the heavy steel tie rods extending clear across the building in outer and bin walls resist the interior pressure of grain with known strength.

Each slab of concrete was molded on the ground and hoisted into place by derrick, this system giving builder and owner's representative ample opportunity to examine each slab before it went into the building. If weather or other conditions were unfavorable the work of making slabs could be suspended without impairing the integrity of the entire structure, as in monolithic concrete work. The manufacture of the slabs forming the walls can be begun before the foundation is started, and a large number of slabs can be manufactured at the same time, making the erection very expeditious when desired. The concrete foundation and basement are poured in the usual way.

In the engraving herewith are shown twelve slabs ready to be mounted in the walls. The slabs are differently formed at their ends to meet the needs of the corners of the building, interior partitions or the half sections to break joints, but the slabs similarly located are identical and interchangeable, so that although hundreds of slabs may be used in constructing a building of large size, the number of different forms necessary is comparatively small. Each of the slabs is dovetailed at top, bottom and all sides, to those surrounding, and the joints are made water-tight, protecting the tie rods



Concrete Slabs of Which Elevator is Constructed.



which lie in the joints from rust and the grain in the bins from moisture.

One of the nine bin spaces is utilized for the elevating machinery and is built up above the surrounding bins a couple of stories, as shown in the engraving herewith. Each of the 8 storage bins is 12 ft. square, with concrete hopper bottoms and a capacity of 6,250 bus., making the capacity of the house 50,000 bus.

Grain is spouted from the old elevator into the boot of the elevator in the new building and is discharged from the elevator head into eight spouts leading into bins, which are emptied by spouting into a conveyor leading to elevator, and may be spouted to the adjoining mill.

Under the hoppers bins is a space 10 ft. high, with natural light and fireproof windows and doors, making light, dry and clean rooms in which the owners will store valuable papers and letter files. The windows have wire-glass panes. Being fireproof, no insurance is carried, and its

durability guarantees no expense for repairs.

This elevator was erected for the Highland Milling Co. by the Unit Construction Co.

The greatest shrinkage of corn in crib occurs during April and May. In an Iowa experiment a 100-bus. crib was set on a truck wagon and weighed every month. As an average of eight years it was found that by the 1st of December 5.2% of the original weight was lost, by the 1st of January 6.9%, of February 7.5, of March 7.8, of April 9.8, of May 12.8, of June 14.7, of July 16.3, of August 17.3, of September 17.8, of October 18.2, and by the 1st of November 18.2%. One year when the corn was very dry it lost only 7.8% of weight from the 1st of November till the 1st of June, while during the winter following the season of 1903 it lost 24.3% of its weight. — *Wallace's Farmer.*

### Corn Conference at Washington.

Washington, Oct. 6.—In order that it might give to corn exporters and representatives of the Transatlantic steamship companies the benefit of certain experimental work which it has had in hand for some time, the bureau of grain standardization of the Department of Agriculture called a conference here this week. The conference was held at the Bureau of Plant Industry rooms and was attended by about thirty-five men, among whom were steamship agents, chamber of commerce heads and representatives of the corn exchanges of Atlantic seaboard cities. Dr. J. W. T. Duvel of the standardization bureau addressed the exporters and presided informally at the conference. What general discussion ensued grew largely out of the questions submitted to Dr. Duvel.

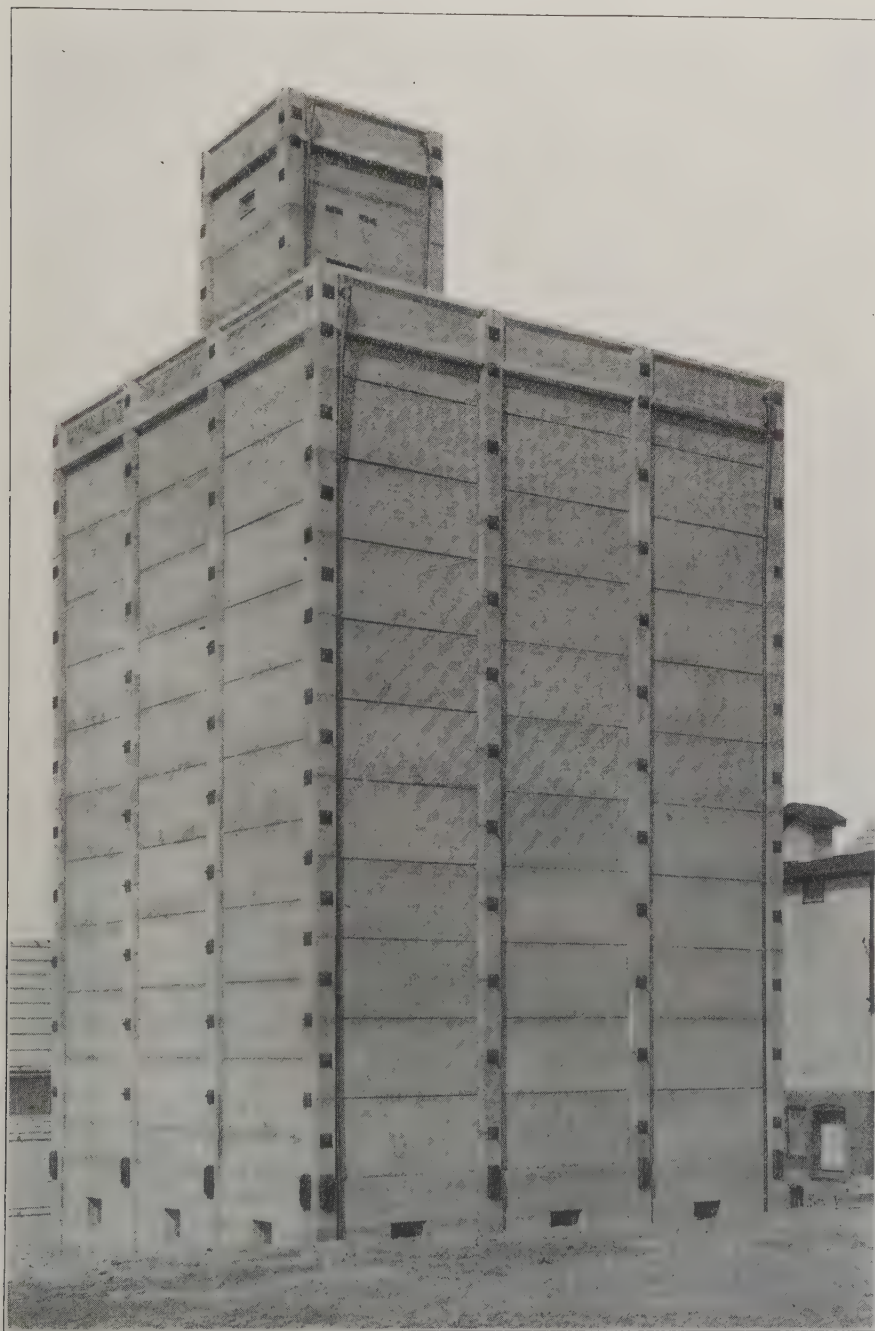
The exact conditions existing in the corn export trade, so far as the Department of Agriculture has been able to ascertain, were explained to the exporters. However, they will be kept from publication for a time, at least. The officials stated that they had not made up their mind when to publish them, and it might be a long time before publication was attempted.

The reasons for not making the matter public at this time were explained in a general way as follows: The Department in its experimental work has had the co-operation of the corn exporters and steamship men. It was that only fair that they should be allowed to share with the Department in the benefits of the information thus obtained. When the conference was called the exporters were assured that none of the information in question was to be made public and no announcement would be made as to the results of the conference. In fact, it was stated that no conclusions were drawn and no decisions made, and that nothing was submitted to the conference with the idea that action was to be taken upon it.

To give an idea of the general character of the information given the exporters, Department officials explained that in connection with other work, that has been in progress three years, recently they made special tests of corn cargoes shipped from the Atlantic seaboard to European ports. These were seven or eight in number. Department experts, by permission of the steamship companies, accompanied the cargoes and made examinations. As indicating the extent of the work, it was stated electrical resistance thermometers were used to get temperatures, and a full analysis of the corn at the time of loading and at the time of discharge was made. Statistics as to the amount of moisture and dirt, if any, were gathered. Many samples were taken, approximately one hundred of them being exhibited at the conference. An elaborate set of charts was prepared and these were used in explaining the conditions that the investigators found.

The exporters were told in what direction the opportunities for improving the quality of corn exports lay. But, for publication, the Department officials refused to go into detail about these, claiming it would be giving out information which they had promised to keep private for a time at least.

Hay amounting to 55,223 tons was exported in the year prior to July 1, against 55,007 tons exported in the previous year, as reported by O. P. Austin, chief of the Bureau of Statistics.



Elevator at Highland, Ill., Built up of Concrete Slab Units.



# Grain Trade News

## ARIZONA.

Phoenix, Ariz.—The plant of the Arizona Alfalfa Mfg. Co. burned recently; estimated loss, \$50,000. It is reported that no insurance was carried on either building or contents.

## ARKANSAS.

Texarkana, Ark.—R. E. Dover has charge of the eltr. and mill of the Land Mfg. Co., which is about ready for operation.

Arkansas City, Ark.—The Arkansas City Mfg. Co. has let the contract to the Finton Construction Co. for the erection of a concrete addition to its eltr.

Little Rock, Ark.—The J. F. Weinmann Mfg. Co. incorporated; capital stock, \$30,000; will conduct a grain business and later build a mill. J. F. Weinmann is pres.

Little Rock, Ark.—The plant under construction for the Darragh Warehouse Co. by Kaucher, Hodges & Co., will be put in operation Nov. 1 and will be one of the fastest handling houses in the South.

Argenta, Ark.—The Munn Corn Products Co. has thoroly remodeled the Iron Mt. Mill that formerly belonged to T. H. Bunch, has put it in good working condition and will soon be ready to operate it.

## CANADA.

Niberly, Sask.—The State Eltr. Co., Ltd., of Winnipeg, has opened a 30,000-bu. eltr. here.

Moose Jaw, Sask.—The Moose Jaw Grain Exchange incorporated; capital stock, \$10,000.

Grand Valley, Ont.—William McIntyre of McIntyre & Sons, grain merchants, died Sept. 17.

Govan, Sask.—The Co-op. Eltr. Co. of Saskatchewan has purchased the eltrs. of Little & Sons here and at Strassburg, Sask.

Granton, Ont.—The eltr. of the McLeod Mfg. Co. burned Sept. 14; loss, \$6,800, some insurance; will be rebuilt. It contained about 8,000 bus. of grain.

Vancouver, B. C.—S. A. McGaw, vice pres. of the Western Canada Flour Mills Co., Ltd., has stated that, since reciprocity has been defeated, his company will build some eltrs. here, but if it had passed the company would have found it advantageous to build in the United States, closer to the wheat markets of Oregon, Washington and the Northwest.

Toronto, Ont.—The recently incorporated Ontario Eltr. Co. Ltd., will operate a public eltr. on the water front and also clean all kinds of grain. Two private sidings are arranged for and the water in the slip is about 20 ft. deep. The eltr. will be fire-proof of reinforced concrete with 16 large bins, five small center bins and 11 small outside bins. The first floor will be equipped with a 100-bu. scale and a packer; second, a 200-bu. garner, a 4,000-bu.-per-hour oat clipper and a cooler; third, a dryer and a barley scourer; fourth, a cleaner, an oat bleacher of original design and a feed grinder; fifth, a 1,600-bu. scale and 2,200-bu. garner. The first floor under the hopper will be reserved for warehouse purposes. The marine leg will have a capacity of 5,000 bus. per hour. Denison Taylor of the McKellar Grain Co. of Toronto will be superintendent. He has had 20 years experience in the grain-shipping business. He was shipping mgr. eight years at Ft. William and Port Arthur for the Northern Eltr. Co. of Winnipeg.

Lougheed, Alta.—The Farmers Eltr. Co. Ltd., incorporated; capital stock, \$10,000.

Fernie, B. C.—S. Herchmer of this place is interested in the Pincher Creek M. & Eltr. Co., Ltd., recently incorporated to do business in British Columbia.

Meaford, Ont.—On condition that the town provides a free site, grants certain exemptions and loans \$16,500, the Georgian Bay Mfg. Co. will purchase the grain storage house of the Meaford Eltr. Co., improve it and build a 100-bbl. mill.

## COLORADO.

Colorado Springs, Colo.—The R. B. Liles Grain Co. is making many improvements and has ordered a Sonander Automatic Scale from the York Foundry & Engine Works.

Colorado Springs, Colo.—The Seldomridge Grain Co., which is having extensive repairing and building done by G. H. Birchard, will have a complete equipment of machinery and supplies furnished by the York Foundry & Iron Works.

Denver, Colo.—In two days Roy V. Smith Jr., obtained from nine Denver grain dealers \$13,600 on forged Bs/L. Some time before he had written the preliminary bait from Bingham, Utah, stating that he had a crop of oats to sell from 220 acres, which would run between 4,000 and 5,000 sacks and scrawled a bitter complaint against the greed of Utah dealers as a reason for wishing to sell in Denver where he could get a fair deal. Each dealer to whom he wrote bid but not enough to suit him. When he informed them the price was not satisfactory each bid a little higher. He then wired each, with but one exception, that he had shipped two carloads of oats to that dealer at the price quoted in the dealer's letter and assured each that he was the sole beneficiary in his 320 acres. His correspondence was on a letter head showing he dealt in horses and mentioned that he would soon go to Wayne, Ill., to buy some. Friday morning, Sept. 8, he appeared in Denver with Union Pacific Bs/L showing the weight, number of bushels in each car, the weight and number of the car, and also had the wagon scale weights and receipts for each wagon load of oats. He was much surprised that the cars had not yet arrived and annoyed because he was short of money and in haste to reach Wayne, Ill., to buy horses. He appeared verdant as the southern hills and so helpless in a great city that each dealer pitied him enough to advance some for his immediate needs. He thought he could get along with \$1,500 and each of these seven dealers wrote a check for that amount: E. B. Palmer & Co., C. T. Shelton, Excelsior Mfg. & Eltr. Co., Harrington-Plumber Merc. Co., Denver Eltr. Co., Ady & Crowe, M. Hamilton and F. L. Tobin. The check of the Denver Eltr. Co. is placed at \$1,600. Edward Davis and the Clayton Cash Commission Co. are credited with having contributed to Mr. Smith's assistance and one firm is said to be keeping still. As his next embarrassment was how to get the check cashed, each dealer who had written one, kindly identified him at the bank on which it was drawn. He received an abundance of cordial help and information about business methods. When Monday came but no oats and the grain dealers complained to the U. P. agt., he wired Brigham, Garland and Dayton, Utah, learned that those stations had no record of any cars of oats loaded nor was the said Smith known at any of them, while the cars of Nos. given in his cleverly complete Bs/L were in different sections of the country.

## IDAHO.

Thornton, Ida.—Miller Bros. are building an eltr. adjacent to their warehouse.—Thornton Mfg. & Eltr. Co.

Lewiston, Ida.—The controversy between barley growers and grain buyers over the filling of contracts made early in the season is likely to get into court, as the first purchasers are preparing to institute suit to compel delivery on the original agreement of sale and three of the heaviest sellers, who repudiated their initial contracts and resold the grain at higher prices, have retained as their counsel State Senator Perry Mitchell who says he feels confident of obtaining a verdict for his clients because no payment of earnest money was made or acknowledged in the contracts which he therefore holds invalid. He reports "the price for which my clients agreed to sell in the first instance was for from \$1.10 to \$1.15 per bu. and the price at which they sold the second time was enough higher that they will make over \$8,000."

## ILLINOIS.

Gale sta., Galesburg p. o., Ill.—A Mr. Meekum is scooping here.

Stillman Valley, Ill.—The Neola Eltr. Co. has enlarged its house.—F. H. Griggs.

Pesotum, Ill.—We have installed an automatic scale in our eltr.—Condon & Riemke.

Bongard sta., Villa Grove p. o., Ill.—Lightning struck the eltr. of A. C. Kaiser, Sept. 27.

Wataga, Ill.—The Farmers Eltr. Co. has leased the eltr. here from the Jackson Grain Co.

Weldon, Ill.—Railsback Bros. will equip their eltr. with a Hall Signaling Grain Distributor.

Pontiac, Ill.—The Pontiac Farmers Grain Co. has decided to discontinue free storage of grain.

La Rose, Ill.—The eltr. of the La Rose Grain Co. was struck by lightning Sept. 28; damage, \$10.

Ernie, Ill.—The Hunting Eltr. Co. may enlarge its house here next summer.—Jas. McKendrick, agt.

Zooks sta., Danvers p. o., Ill.—The Dry Grove Farmers Grain Co. is preparing to build a corn crib.

Rollo, Ill.—I am planning to build a 25,000-bu. eltr. at this station.—Alvin Kaminsky, Earlville, Ill.

Stonington, Ill.—Twist Bros. have bot one of the three eltrs. of the Stonington Farmers Grain Co.

Fancy Prairie, Ill.—Lightning damaged the eltr. of the Fancy Prairie Grain Co., Sept. 25, about \$50.

Reddick, Ill.—Eltr. of Reddick Farmers Grain Co. was struck by lightning, Sept. 17; damage about \$20.

Colfax, Ill.—The Colfax Grain Co. is enlarging its engine room and installing a 24-h.p. gasoline engine.

Capron, Ill.—Mulligan Bros. of Belvidere, Ill., have bot the eltr. at this station of Alden Diamond.

Modesto, Ill.—Lightning struck the eltr. of Duncan Bros. during the night of Sept. 24; damage less than \$250.

Edinburg, Ill.—Eltr. of the Edinburg Farmers Grain Co. was struck by lightning Sept. 15; damage about \$10.

Mendota, Ill.—The Neola Eltr. Co. has covered its oat house with galvanized iron and repaired it thruout.

Lakewood, Ill.—We have sold to Joe Lucas and he will conduct the business in the future.—F. P. Moore & Co.

Blackland sta., Osbornville p. o., Ill.—The eltr. of E. W. Jokisch was slightly damaged by lightning Sept. 25.

Hamel sta., Alhambra p. o., Ill.—A 35,000-bu. eltr. has been completed for W. L. Wolf by the W. H. Wenholz Construction Co. It is located on the Ill. Traction System.



Latham, Ill.—The Farmers Grain Co. has an up-to-date, 40,000-bu. eltr. under construction to be completed by Dec. 1.

Dawson Park sta., Stockland p.o., Ill.—Lightning did about \$100 worth of damage to the eltr. of J. A. Mouch, Sept. 27.

Galva, Ill.—We are going to repair our eltr. and enlarge its elevating capacity.—J. M. Kingdon, agt. W. A. Fraser Co.

Peoria, Ill.—I look for a good corn business this year. Oats are moving out of storage on the higher prices.—P. B. Miles.

Malden, Ill.—We have just installed a new wagon scale and have built new coal sheds.—A. M. Maloney, mgr. Malden Eltr. Co.

Abingdon, Ill.—C. E. Cline has built a seed house here to supply farmers but does not intend to operate a wholesale business.

Lowder, Ill.—A 25,000-bu. eltr. is under construction here for J. N. Hairgrove of Virden, Ill., by the W. H. Wenholz Construction Co.

Abingdon, Ill.—The firm of Stumbaugh & Clark has dissolved partnership, and I now operate the eltr. under my own name.—C. E. Stumbaugh.

Clifton, Ill.—We have installed in our eltr. here a Richardson Automatic Scale with a capacity of 1,750 bus. per hour.—M. R. Meents & Sons.

Graymont, Ill.—C. C. White, who has been agt. here for the Rogers Grain Co., has resigned and will move to his former home at Henning, Ill.

An account of the meeting of directors of the Ill. Grain Dealers Ass'n at Decatur, Sept. 28, will be found elsewhere in this number of the Journal.

Heyworth, Ill.—Work has been started on the 40,000-bu. storage annex to the eltr. of the Hasenwinkle Grain Co. by the Newell Construction Co.

Mendota, Ill.—Farmers intend to build an eltr. about three miles south of here on the C., B. & Q.—J. D. Barth, mgr. Mendota Farmers Eltr. & Supply Co.

Seaton, Ill.—A. L. Duncan & Sons are having a coal shed, 16x84 ft., built by McAllister & O'Connor; hoppers, so wagons can be backed under and loaded.

Flanagan, Ill.—The directors of the Farmers Grain & Coal Co. have employed F. J. Craner as mgr. for another year and have raised his salary \$20 per month.

Sidney, Ill.—An eltr. has just been completed for Rich & Blankenbaker by the W. H. Wenholz Construction Co., replacing the one burned about two years ago.

Peoria, Ill.—R. C. Baldwin, mgr. of the Baldwin Grain Co., Bloomington, Ill., has been admitted to membership in the Peoria Board of Trade.—John R. Lofgren, sec'y.

Savanna, Ill.—The Neola Eltr. Co. is having a 100,000-bu. storage tank built of studded construction, iron clad. Burrell Engineering & Construction Co. is doing the work.

Abingdon, Ill.—Clarence Rogers and his two sons, scoopers here, have shipped about 60,000 bus. of corn. They are not only scoopers on grain but on cattle, hogs, ponies and vegetables.

Reading, Ill.—The eltr. of John Bowlin & Co. burned in the night of Sept. 25 with 22,000 bus. of oats; insurance of \$4,000 on building and \$12,000 on grain practically covers the loss.

Chrisman, Ill.—Oscar Jones, who has been out of the grain business about two years, has purchased Will Hartley's half-interest in the eltr. of the Hartley Eltr. Co. and is back in the harness again.

Leroy, Ill.—Dr. John Haig, the postmaster, while at the eltr. of S. Crumbaugh recently, fell 15 ft. to the bottom of a bin, broke his collar bone, fractured a rib and sustained cuts and bruises.

Pana, Ill.—George F. Barrett is having a 30,000-bu. eltr. built by the W. H. Wenholz Construction Co. to replace the one burned in July. Equipment includes a Western Pitless Sheller, a Gyration Cleaner and Western Feeder for ear corn.

Manteno, Ill.—West Bros. Grain Co. is having the new addition to its eltr. covered with galvanized iron siding.

Middletown, Ill.—Lightning that struck the house of the Farmers Eltr. Co., Sept. 19, under construction by McAllister & O'Connor, damaged it about \$150. The building is now ready to receive grain.

Saunemin, Ill.—This company will put in a new concrete wall foundation under the driveway of its eltr. and make it a solid dirt and stone drive in place of wood.—George Carson, mgr. Saunemin Eltr. Co.

Fletcher, Ill.—The Hawthorne Grain Co. of Bloomington, Ill., has started construction on an up-to-date eltr. at this point to be pushed to completion by the Newell Construction Co. Farmers had wanted to build here.

Eylar, Ill.—The Saunemin Eltr. Co. has made a number of repairs and improvements on the eltr. it leases at this station, and is now able to handle a large amount of grain.—George Carson, mgr. S. Eltr. Co., Saunemin, Ill.

Mendota, Ill.—We are installing a new eltr. leg and conveyor to handle 2,000 bus. of grain per hour from one dump. Machinery furnished by the Union Iron Works.—J. D. Barth, mgr. Mendota Farmers Eltr. & Supply Co.

Hudson, Ill.—George Hunt of Wedron, Ill., has been elected to succeed O. H. Archibald as mgr. for the Hudson Grain & Coal Co. Mr. Archibald resigned to take a better paying position with a grain firm of Gridley.

Havana, Ill.—McFadden & Co. have construction well under way on their new eltr. to replace that burned last summer. It will not be as large as the old one but will be better equipped and operated by electric motor.

Galton, Ill.—I have sold my grain business to J. C. Roe of Hayes, Ill.—J. P. Woolford. Mr. Roe has taken charge of the eltr. which Mr. Woolford operated about 15 years. The firm name was J. P. & Ross Woolford.

Surrey, Ill.—The Anderson Grain Co. still buys at this point but, as the owner of the eltrs. it has been operating has recently traded the same to people in Kansas, we anticipate a change at our stations here and at Cameron and Ormonde sta., Monmouth p. o., Ill.—W. G. Curtis, agt. Anderson Grain Co.

Homer T. Tice, chairman of the joint committee on roads of the Illinois legislature, has announced that his committee will get to work at the earliest possible date to draft a new law providing that all road work in the state shall be done by prisoners from the various state, county and city prisons and jails.

Lincoln, Ill.—Lightning struck the cob house at the eltr. of Spellman & Co. about 2 o'clock in the morning of Sept. 25 and burned that to the ground. Flames ran up the spout leading from the cleaner in the cupola and set that afire. Hose had to be carried up five flights of stairs, 80 ft., before water could be played on the blaze. Loss, \$3,000; 12,000 bus. of wheat and corn were saved.

Saybrook, Ill.—The gasoline storage house at the eltr. of the Shearer-Null Grain Co. was burned during a heavy electrical storm, Sept. 16. J. H. Null writes: "We could not see where anything was struck by lightning and my theory is that the denseness of the atmosphere at that time confined the vapor in the house, 3x4x8 ft. When the excessive lightning came it ignited this vapor and burned the house but did no other damage."

Peoria, Ill.—This city will have the 1912 convention of the Illinois Grain Dealers Ass'n. "By the unanimous adoption of a motion, the directors of the Illinois Grain Dealers Ass'n, at a meeting held Sept. 28, accepted the invitation of the Peoria Board of Trade and the Commercial Ass'n of Peoria, to hold the nineteenth annual convention of the Illinois Grain Dealers Ass'n in the city of Peoria on the second Tuesday in June, 1912."—S. W. Strong, sec'y Illinois Grain Dealers Ass'n.

East St. Louis, Ill.—The Southern Warehouse, which was totally destroyed by fire Aug. 23, is being rebuilt and will be ready for business by Nov. 1. It will have a capacity of 100 cars of hay and is covered with galvanized siding and composition roofing. Toberman, Mackey & Co., are the owners.

Champaign, Ill.—C. E. Johnson & Co. have not succeeded Tankersley & Co. as they have no successor. I dissolved my partnership with Mr. Johnson and have been operating under my personal name until the old business matters could be settled up. Within the next few days I will again operate under the old firm name of Tankersley & Co. the same as in the past.—M. L. R. Tankersley.

Lerna, Ill.—The eltr. here owned by Grant Bean of Mattoon burned about midnight, Oct. 3. He had only recently purchased it from W. E. Ashbrook who had bot it three weeks before from Douglas Snowden, who managed it after the financial difficulties of his brother John H. Snowden, by whom it had been operated for several years. The eltr. was empty as Mr. Bean was preparing to overhaul it and get it ready to handle corn. The day before the fire he had taken out insurance that covers about half his loss. He will rebuild it immediately.

Peoria, Ill.—During September Peoria received 115,000 bus. of wheat, 864,073 bus. of corn, 412,800 bus. of oats, 22,000 of rye and 327,116 bus. of barley; compared with 103,105 bus. of wheat, 1,278,159 of corn, 601,900 of oats, 30,593 of rye and 178,500 bus. of barley received in the same month last year. September shipments included 87,888 bus. of wheat, 687,123 of corn, 649,733 of oats, 12,440 of rye and 124,616 bus. of barley; against 89,044 bus. of wheat, 1,097,441 of corn, 737,284 of oats, 5,472 of rye and 56,223 bus. of barley shipped in Sept., 1910.—John R. Lofgren, sec'y Peoria Board of Trade.

Tucker sta., Bourbonnais p. o., Ill.—Trial of one of the several suits growing out of the burning of the eltr. of the Tucker Grain & Coal Co., Mar. 7, 1910, has begun in circuit court. Four other suits are pending, depending on the outcome of this, are 15 to 20 more. The plaintiff in this suit is Mrs. Matilda Brosseau, widow of Jerry Brosseau and executrix of his estate. She brot action against the Tucker Grain & Coal Co. to recover \$1,094, the value of the corn stored in the eltr. by her husband at the time it burned. The question at issue is whether the title to the corn was vested in the eltr. company or Mr. Brosseau at the time of the fire.

Peotum, Ill.—In the morning of Sept. 15 local freight No. 95 was pulling a cut of six cars past our eltr. At a distance of about 80 ft. from the eltr. a broken rail caused the second car to leave the track and the rest of the cars followed it. The second car off the rails struck the corner of the eltr., crushing an empty bin and demolishing the Boss Loader that happened to be near. The loader was such a complete wreck the only whole piece of it was the shaft. The force of the collision moved the east part of the building 11 inches off the foundation, threw all the machinery out of line and put the entire plant out of business for six days. The expense of repairing is close to \$500. The I. C. has been very careless with its house track here. It was not fit to move a train over for some time past and at this point where the cars left the track the rail had been broken for more than a week. We had repeatedly called the attention of the station agent and the section foreman to the conditions but to no avail. We were told by the engineer in charge of the local freight that all section crews between Champaign and Mattoon were repairing house tracks the day after the accident here.—Kleiss & Giles.

## CHICAGO NOTES.

No session of the Board of Trade on "Columbus Day," Oct. 12.

W. H. Martin, formerly of the firm of Coster & Martin, is now connected with Lamson Bros. & Co.



The Corn Products Co. is operating to its full capacity due largely to the advance in the price of sugar.

The eltr. of the Central Eltr. Co. is being repaired by the John S. Metcalf Co. The foundation and bin walls are being strengthened.

A carload of barley was sold Oct. 3 by Rumsey & Co. for \$1.25½ per bu. which is the highest price paid for barley in Chicago since 1872.

A car of new ear corn was received at the Chicago market Oct. 2 from Iowa. It was of poor quality and found a purchaser with difficulty.

The rate of interest for advances upon grain Bs/L during October has been set by the finance committee of the Board of Trade at 5½ per cent per annum.

Wheat amounting to 40,000 bus. was recently moved to a regular eltr. from one of the boats in the harbor because of leaky hatches and the appearance of weevil.

The firm of Sidney Long & Co. has been organized by Sidney Long, S. P. Buchanan and A. J. Lieberman. The firm is represented on the Board of Trade by S. P. Buchanan and Lee W. Partridge and has taken offices in the Woman's Temple.

CHICAGO CALLERS: C. A. McCotter, sec'y Grain Dealers Nat'l Fire Ins. Co.; Chas. H. McLane, Erie, Ill.; W. L. Richeson, chief grain inspector, New Orleans, La.; Chas. B. Riley, sec'y Indiana Grain Dealers Ass'n; S. W. Strong, sec'y Ill. Grain Dealers Ass'n.

Prices hold very firm for bright timothy, with receipts quite light, and look for a strong market on timothy, as believe that receipts will run light until corn cutting is over. Would advise shipments of sound hay. Clover hay has been very scarce this season so far, and a good inquiry for bright clover.—W. R. Mumford & Co.

A committee of the Board of Trade has agreed with a committee of the Chicago Board of Underwriters upon the new form of policy covering grain and provisions and in which it is provided that the insurance will cover the sale for a sufficient length of time to enable the buyer to make his own provisions for insurance.

Those who have applied recently for membership on the Board of Trade are Lewis E. Howard, E. M. Markwald and P. B. Carey. Those admitted are Edgar Young, Stephen H. Jones and Wm. H. Conley. The memberships of James R. Dalton, Leander W. Locke, Herbert W. Bienenstok, Geo. P. Braun and Geo. L. Bowman have been transferred.

The Board of Trade Mutual Benefit Ass'n held its annual meeting recently and elected Walter C. Blowney, assistant sec'y of the Board of Trade, financial sec'y with a bond of \$5,000. The executive committee found it impossible to present a complete report as the auditing of the books of the ass'n has not been completed. In the future all death benefit assessments are to be paid to Mr. Blowney.

On protest by warehousemen the Illinois Railroad & Warehouse Commission has modified its order regarding the stamping of receipts, striking out the phrase "this receipt is not negotiable" and inserting the following: "This receipt should be reported and registered with the registrar of the Illinois Grain Inspection Department of the Illinois Railroad and Warehouse Commission within 24 hours of its issue."

Receipts of grain at Chicago during September included 2,977,800 bus. of wheat, 11,237,050 of corn, 8,308,600 of oats, 293,000 bus. of rye and 3,349,600 of barley compared with 2,990,000 bus. of wheat, 13,026,900 of corn, 7,191,400 of oats, 79,000 of rye and 1,805,500 of barley received in September, 1910. Shipments amounted to 3,224,600 bus. of wheat, 9,972,450 of corn, 5,072,600 of oats, 116,905 of rye and 805,700 of barley against 2,285,500 of wheat, 10,942,750 of corn, 8,467,000 of oats, 29,400 of rye and 497,900 of barley shipped in September, 1910.

The investigation by the government of the alleged May wheat corner on the Board of Trade has been postponed for two weeks. Wm. Lanyon, a St. Louis speculator, instituted the action declaring that the high price was due to a corner in the market, an act in defiance of the law. Lanyon was caught by the high prices and settled all his contracts but one, and practically settled that, holding out a fraction of a cent per bushel, on principle and to get the question before the courts.

Suit has been brot by C. H. McMurray against the Central Stock & Grain Co. and the Capital Investment Co. charging that he had been defrauded out of \$18,000 in the purchase and selling of grain and asking for an accounting. Sidmon McHie, one of those indicted when the offices were recently raided by federal authorities, has been made co-defendant with Jesse C. Briggs, Clarence H. Wanzer, Chas. W. Bickell, Frank Manning and James W. Southard. McMurray says his orders were not executed.

The Wabash has announced that effective Oct. 28 the rates on bulk grain from Missouri river and points beyond to Chicago, Ill., plus ¼c per bu. will include delivery to boats thru eltrs. designated by this company at that point. The Wabash will pay the cost of transfer to lake boats, not to exceed ½c per bu. to the eltr. performing the service. Other lines will make similar arrangements, the dates of effectiveness will be announced later.—W. M. Hopkins, mgr. Transportation Department of the Board of Trade.

Numerous complaints have been made by members of the Board of Trade in regard to the way local stocks of grain are figured. The weekly postings of stocks are not those of officials of the Board of Trade but are furnished by the various elevators. Figures on corn in a recent posting showed an increase of 625,000 bus. while the shipments of corn exceeded the receipts by 670,000 bus. The discrepancy has been explained by Geo. F. Stone, sec'y of the Board of Trade, as due to the fact that quite a number of cars of corn which had accumulated on track for several weeks, held because of insufficient storage room, were during that week put in store.

The Board of Trade and leading grain shippers won the first step in the controversy over the payment of the grain inspection fees to the state treasurer when Judge Dever sustained a demurrer filed by counsel for the big exchange. A statute recently passed by the Legislature requires that all fees collected by the inspection department be paid into the state treasury. All salaries were to be paid by appropriation by the Legislature. The statute was attacked and an injunction sought which by the terms of the decree of Judge Dever remains in force and restrains the officers of the department from paying to the state the sum which had accumulated over the expenses of the department pending the disposition of the appeal to the Supreme Court.

The Lake Erie & Western Ry. canceled Oct. 2 its special rates on grain to Chicago from Illinois points which were applicable via Handy, Ind., and the Chicago, Indiana & Southern Ry. These rates ranged from 7.3 cents to 8.7 cents per 100 pounds, and their cancellation has the effect of basing rates in future on Illinois distance tariff to the nearest junction plus the specific proportion of the thru rate from such junction point to Chicago. On and after Oct. 2 the only joint thru rates which will be in effect to Chicago from stations in Illinois on the Lake Erie & Western R. R. are those on wheat of 6 cents from Goodfield and Deer Creek and 7 cents from Yuton, Carlock and Congerville, applicable via Crandall and the A., T. & S. F. Ry. No change will be made in the rates from stations in Indiana on the Lake Erie & Western R. R.—W. M. Hopkins, Manager Transportation Department of the Board of Trade.

Suit has been brot by F. H. Peavey & Co., of Minneapolis, against Joseph Leiter to recover \$300,000 which amount is said to represent notes given by Mr. Leiter in 1898 and the accrued interest thereon. Mr. Leiter is said to have given notes for \$198,000 to the plaintiff company in payment for wheat bought at the time of his famous plunge and altho several attempts have been made to collect none of the notes have ever been paid.

Chairman W. N. Eckhardt, of the "call" committee, has given notice that a deduction of ¼c per bu. must be made to cover cost of extra switching charges to elevators and industries within the Chicago switching district on the Ill. Cent., C. & A., Santa Fe, Wabash and C. & E. I. roads which roads are those which refuse to conform with other roads in absorbing the switching charges. These charges amount to from \$2 to \$3.50 per car. for such transfer.

## INDIANA.

Boyleston, Ind.—Clifton Cohee & Co. will rebuild their eltr. next spring.

Greenfield, Ind.—The Barrett Eltr. Co. has changed its name to the Greenfield Mlg. Co.

Windfall, Ind.—The Windfall Grain Co. has increased its capital stock from \$50,000 to \$60,000.

Riley, Ind.—Paul Kuhn & Co. are making extensive improvements on their eltr. here.—H. W. Earley, agt.

Riceville, Ind.—The Riceville Grain Co. incorporated by John Zimmerman, Noah Whaley and Jacob Limp.

Linwood, Ind.—Jenkins & Cohee of Lebanon, Ind., have purchased the eltr. here of Thomas Groendyke.—G.

Seaford, Ind.—Chas. Van Voorst is building an up-to-date, 15,000-bu. eltr. on his farm near here. It will be operated by a gasoline engine.

New Haven, Ind.—We have purchased the eltr. and hay barn of the Raymond P. Lipe Co., located on the N. Y. C. & St. L.—Hisner & Minsel, per Lon F. Minsel.

Nappanee, Ind.—During the last three weeks this place has had its first experience with scoop shovelers, George Bros. & Co., who appear to consider \$10 for a car of oats constitute a good margin.

Lyons, Ind.—We have been out of the grain trade since our plant burned last March. We will not rebuild it this season but will handle the corn crop with portable sheller.—Geo. W. Topping & Co.

Vincennes, Ind.—Louis C. Summit bot from Herman F. Piel and wife, Sept. 25, the undivided half interest in the eltr. of Summit & Piel, with all machinery and appurtenances and four lots for \$5,000.

Nappanee, Ind.—We have just completed remodeling our plant, which enables us to handle small grain to much better advantage. We have also installed a Clipper Cleaner.—The Nappanee Produce Co.

Columbus, Ind.—The American Starch Co. has been dissolved. It was organized in 1880 with \$200,000 capital stock and owned by J. E. Mooney, G. A. Gordon and H. H. Bechtel of Cincinnati. Its plant here burned in 1896 and was never rebuilt.

Radley, Ind.—Woodbury-Elliott Grain Co. of Muncie lost its eltr. Sept. 25, fire resulting from a stroke of lightning. Loss, \$8,000 on house and \$4,000 on grain; insurance on building \$3,400, on grain \$2,800. The building was owned by D. E. Elliott of Radley and H. F. Woodbury of Toledo and will be rebuilt at once.

Delphi, Ind.—Derailed by the breaking of a switch rail, a heavily loaded Wabash freight train of 50 cars plunged into the grain eltr. of Donlin & Ryan during the night of Oct. 7, tearing it from its foundation and wrecking both building and contents. The train was going 40 miles an hour and 18 cars, loaded to their capacity, were telescoped on the eltr.



Maples, Ind.—We have purchased the wagon scale that formerly belonged to the Raymond P. Lipe Co., and are now building a fine 20,000-bu. cribbed eltr. on the Pennsylvania.—Hisner & Minsel, per Lon F. Minsel.

Frankfort, Ind.—The Clinton County Grain Co., the recently organized farmers' company, has purchased the eltr. of the J. T. Sims Grain Co. Mr. Sims has retained his mill just across the tracks from the eltr. and will devote his entire time to that.

Indianapolis, Ind.—Lewis H. Jordan sold a half interest in the eltr. of the Jordan & Montgomery Co., Sept. 19, to J. C. Jordan for \$12,500. J. C. Jordan, who retires from the business, then sold back to Lewis H. Jordan, Francis M. Montgomery and Frank Tompkins the entire building interests for \$25,500. The eltr. is on the J. M. & I. tracks.

South Bend, Ind.—Evidence in the charge of short weighing, against Edward Massey, a grain dealer, was heard in city court, Sept. 27. Officers of the Henry Eckler Mfg. Co. testified that Massey had sold their firm 800 lbs. of grain which proved to be 200 lbs. short. The defendant testified he had received pay for only the amount of the grain delivered.

Poneto, Ind.—We have bot the eltr. and grain business of the Poneto Grain Co., took possession Oct. 5 and will operate the house in connection with our Bluffton plant. The members of the Poneto Grain Co. were Wm. Walker, J. M. Mann and the Gavin Estate.—H. C. Arnold & Son, Bluffton, Ind.—R. F. Gavin died last year and the eltr. was sold to settle his estate.

Lagrange, Ind.—The corn school held here during the week ended Oct. 7 was largely attended. Main street was lined with booths where growers exhibited corn in competition for the cash prizes offered for the best ten ears of white and of yellow corn. Their display exceeded any previous exhibition in this section. Boys entered heartily into the contest and won many prizes. Citizens had decorated the town handsomely.—F.

Bloomfield, Ind.—In a wheat-growing contest conducted by an Indiana farm journal, Helmer Holmes, a farmer near Bloomfield, won the second prize, \$30 in cash, for the second highest yield reported from southern Indiana, 30½ bus. per acre from 20 acres; the highest yield was 31½ bus. The highest yield reported from the central part of the state was an average of 45 bus. per acre; from the northern part, 54.7 bus. from measured land.—F.

Hammond, Ind.—Chapin & Co., Inc., are building a 100,000-bu. eltr. and warehouse, of concrete construction. The eltr. will consist of 18 bins 14 ft. square each and concrete hopper bottomed. The warehouse will be 80x250 ft., of concrete, and equipped with Fenestra-type windows. The builder is Wm. P. Carmichael Co., an associate company of the Unit Construction Co. The Chapin Mfg. Co. has been incorporated to own and operate eltrs.; capital stock, \$100,000; incorporators, R. W., George M. and R. M. Chapin.

Buck Creek, Ind.—Edmund Cheesman and his wife are charged with conspiracy and obtaining money on misrepresentation by Robert Alexander who operates the eltr. here. He alleged that Mrs. Cheesman and her husband sold him 300 bus. of corn, Oct. 8, 1910, to be delivered on or before Dec. 8, 1910, on which he advanced \$100; but the corn was not delivered nor was the money he advanced returned to him and the defendants sold the corn to other parties. At a hearing, Sept. 29, Mrs. Cheesman and her husband did not deny the allegations in Mr. Alexander's affidavits but said they intended to return the money to him. Mrs. Cheesman was released on her own recognizance to appear at a preliminary hearing but her husband was held under bail. The defendants employed no counsel. The charge against them is felony and conviction may result in imprisonment in the penitentiary.

## IOWA.

Dunlap, Ia.—The Farmers Co-op. Lbr. Co. is planning to build an eltr.

Morley, Ia.—Jurgenson & Son of Olin, Ia., are buying grain at this point and shipping.

Allison, Ia.—Flynn Bros. are having a 20,000-bu. eltr. built by the Younglove Construction Co.

Tripoli, Ia.—Stanley R. Smith will have his eltr. remodeled by the Newell Construction Co.

Dolliver, Ia.—Farmers are organizing an eltr. company. Charles Eckhart is taking a leading part.

Watkins, Ia.—The Watkins Grain Co. has painted and repaired its eltr. John Fitzgerald is mgr.

Titonka, Ia.—Directors of the Titonka Eltr. Co. have decided to close the house on account of poor crops.

Keystone, Ia.—A new eltr. has been completed for the King-Wilder Co. by the Newell Construction Co.

Fairfield, Ia.—I am contemplating installing an ear corn dump and an electric motor.—Sanford Ziegler.

Templeton, Ia.—A 20,000-bu. eltr. has been completed for Chas. Dozler by the Younglove Construction Co.

Ridgeway, Ia.—A. R. Ringeon has rented the house of the Farmers Eltr. Co. which has discontinued business.

Jewell, Ia.—The Pfund Lbr. Co. has had extensive repairs made in its grain eltr. by the Younglove Construction Co.

Popejoy, Ia.—A. Pierce has sold to Andrew Chlosser his half-interest in the grain and coal business of Pierce & Dodd.

Adair, Ia.—W. H. Pollock & Co. are thoroly overhauling and repainting the eltr. they recently purchased from W. C. Marsh.

Rhodes, Ia.—George Gilbert has let the contract to the Newell Construction Co. for the erection of a 15,000-bu. annex to his eltr.

Perry, Ia.—The west wing of the eltr. of the Neola Eltr. Co. collapsed recently and the loss was increased by a rain next morning.

Williams, Ia.—Nearly 100 farmers have bot stock in an eltr. company and expect to start construction on an eltr. in a few days.

Kalona, Ia.—L. W. Brooke has purchased the grain business of the Eclipse Lbr. Co. and has leased its eltr. and warehouse.

Herrold, Ia.—Hanly Bros. of Granger, Ia., have just had an eltr. completed for them at this station by the Newell Construction Co.

Alexander, Ia.—The Co-op. Farmers Eltr. Co. has been organized with Wm. Reed, pres.; Jas. Cook, treas.; B. C. Cunningham, sec'y.

Fonda, Ia.—The Farmers Eltr. Co. has had its eltr. remodeled by the Younglove Construction Co. and has installed a 1,500-bu. Richardson Automatic Scale.

Libertyville, Ia.—I am one of the seven elected to tide the Libertyville Eltr. Co. over its difficulties as it continues on a tie vote to dissolve.—Chas. H. Miller of Miller Bros.

Williamsburg, Ia.—W. F. Harris has let the contract for an up-to-date 25,000-bu. eltr. to be equipped with the latest improved machinery. The Newell Construction Co. will do the work.

The grain dealers and growers of Iowa are indeed glad the State Board of Education saw fit to ignore the shortsighted wire pullers and retain the valuable services of Professor Holden in the agricultural extension work at Ames.

Iowa Falls, Ia.—The Farmers Eltr. Co. has purchased the eltr. operated by Harp & Roberts who will continue in business until the expiration of their lease next July when the new owner will take possession. The Farmers Co. now owns three of the four eltrs. at this point.

Hull, Ia.—The Farmers Eltr. Co. will build an addition to its house.

Sloan, Ia.—The 35,000-bu. plant recently completed for B. M. Stoddard & Son by the Younglove Construction Co. is equipped with a 16-h.p. gasoline engine, a 1,500-bu. Richardson Automatic Scale and the latest improved Younglove type of eltrs.

Walnut, Ia.—I. T. Spangler of Spangler & Bunton, one of oldest grain men along the Rock Island, died Sept. 24th as the result of the second operation for gall stones, aged 67 years. He had been engaged in the grain business here since 1872. Chas. R. Spangler, a son, will manage the business hereafter.

Staceyville, Ia.—Lightning recently struck the cupola of the eltr. of the Farmers Eltr. Co. for the second time but no material damage resulted. Mr. Pitzen, buyer for that company, was married a few weeks ago to a Staceyville Young lady.—H. D. Mundt, Toeterville, Ia.

Before Iowa could have any road work done by its convicts, as urged at the recent national good roads congress, a change would have to be made in the law which forbids employment of convicts elsewhere than upon ground owned or leased by the state for that purpose.

Hartwick, Ia.—The Jas. McCarty Eltr. Co. has remodeled its house, installed a new cleaner and made other improvements to bring its eltr. up-to-date. Mr. McCarty has moved to Victor, Ia., and has retired from active business but retains ownership of the eltr. The business will be managed by H. A. Woodworth. The company also buys at Tilton, Ia.

Rock Rapids, Ia.—A meeting of those interested in the Farmers Eltr. Co. was held here Sept. 23 to devise means to finance the company and continue the business which has been conducted at a loss from the start and the company is in debt. The stock is owned largely by business men of the town and by farmers. The company has had careful managers but grain was bot on too close a margin to permit profit. An attempt will be made to re-organize the company and get it on a paying basis.

Grafton, Ia.—The eltr. of the Farmers Co-op. Eltr. Co. burst about 11:30 in the morning of Sept. 23 and let a few thousand bushels of grain flow over the tracks of the Milwaukee road. The eltr. contained 1,200 bus. of flaxseed, 2,000 of wheat and a couple of cars each of barley and oats. Soon after the accident rain set in. The grain has been gathered up to be sent to a cleaner. Manager James Smith estimates the loss at \$5,000, as a new eltr. must be built. The company will erect a 25,000-bu. cribbed house equipped with up-to-date machinery.

## KANSAS.

Sabetha, Kan.—The Derby Grain Co. has succeeded F. A. Derby & Co.

Viola, Kan.—The Viola Grain Co. incorporated; capital stock, \$5,000.

Beulah, Kan.—J. R. Simpson, formerly of Carthage, Mo., is local mgr. for Morrow & Taffe.

Michigan Valley, Kan.—Joseph Bulmer & Son have succeeded Tucker, Bulmer & Son.—M. W. B.

Brenner, Kan.—A 5,000-bu. eltr. with gasoline power house attached has just been completed for H. S. Hess.—S.

Palco, Kan.—W. A. Arnett has succeeded me as agt. at this point for C. E. Robinson.—C. H. Wagner, Bigelow, Kan.

Larned, Kan.—The Pawnee County Grain & Supply Co. has replaced the shingle roof on its eltr. with an iron one.—S.

Leon, Kan.—The Schwartz Grain Co. has purchased thru the Pelkey Construction Co. a complete equipment for its eltr.

Sharon, Kan.—F. P. Hawthorne of McPherson, Kan., has bot the eltr. here formerly owned by the Harper M. & Eltr. Co. and is having it remodeled and put in first-class condition.—S.



Potwin, Kan.—C. T. Laird has let the contract to the Pelkey Construction Co. for machinery for his new eltr. now being erected.

Albert, Kan.—L. G. Mausolf has completely remodeled his eltr., covered it with iron and put it in first-class working order.—S.

Eldorado, Kan.—C. A. Aikman will build an eltr. and has applied to the town council for permission to have a 125-ft. side track laid.

Valley Falls, Kan.—We have sold our eltr. at this point to H. E. Berries of Pawnee City, Neb.—Ragan Bros., successors to B. C. Ragan & Sons.

Eldorado, Kan.—This town is preparing for a kaffir corn carnival, Oct. 18-20. It will be decorated with that grain and furnish free kaffir corn cakes and coffee.

Towanda, Kan.—G. E. Garrison has let the contract to the P. H. Pelkey Construction Co. for the erection of an eltr. L. H. Powell & Co. have leased a site here on which to build one.

Protection, Kan.—A recent fire in the eltr. of the Farmers Grain, Feed & Fuel Co., caused by a hot box, was extinguished with little damage because a water barrel was near with bucket.—S.

Garden City, Kan.—The Dockum & Whittaker Mill Co. is remodeling its eltr. It has just completed an ironclad warehouse 15 ft. from its eltr., in which to handle feed and baled hay.—S.

Kansas City, Kan.—The Simonds-Shields Grain Co. has purchased from the Midland Eltr. Co. for \$17,500, the eltr. formerly operated by the Union Pac. R. R. Co. and will install electrical machinery.

Bigelow, Kan.—I have started in the grain business for myself and have a 10,000-bu. eltr. here on the Central Branch of the Mo. Pac.—C. H. Wagner, former agt. C. E. Robinson, Palco, Kan.

Preston, Kan.—The A. Steckel Grain Co. has installed in its eltr. a cleaner, man-lift, carloader, automatic scale, engine and transmission, most of which were furnished by the Pelkey Construction Co.

McLouth, Kan.—We have succeeded B. C. Ragan & Sons operating several eltrs. on the Santa Fe. Mr. Ragan, Sr., has retired from active business and turned the firm over to his sons.—Ragan Bros.

Solomon, Kan.—The Farmers Eltr. Co. must pay \$2,150 damages for the death of Irville Gillingham, an employe in its eltr., killed last spring because of defective machinery. The suit has been decided by the district court.

The Kansas State Agri. College is warning wheat growers to test their seed wheat before sowing, especially in the western part of the state where this year's crop was injured by drouth. Wheat that is light and shrunken because it lacked moisture during its development is likely to germinate poorly.

Silica, Kan.—A fire was recently started in the eltr. of the Ellinwood Grain & Supply Co., presumably by a spark from a passing train flying into a hopper bin thru a broken window light in the cupola; but a barrel of water with buckets was handy and the fire was extinguished without any damage.—S.

Topeka, Kan.—The Southwestern Millers League filed application Sept. 18, with the utilities commission for an order directing the various railroads of the state to line their grain cars with heavy paper before loading to prevent large waste to shippers and insure cleaner grain at destination. The commission will immediately take the matter up with the railroads.

Mulvane, Kan.—W. T. Macauley, former mgr. of the Wichita Board of Trade clearing house, has leased the plant of the Mulvane M. & Eltr. Co., that has been idle several months, and will put the feed mill and eltr. into operation at once under the name of the W. T. Macauley Grain Co., but will not operate the mill this season. He has had a good business in kaffir corn at Towanda, Pontiac, Rosalia and other points.

Severance, Kan.—I have gone out of the grain business but still own the eltr. which has been closed since April.—R. W. Ware.

Woodbine, Kan.—The Mitsch Grain Co. has just put into operation a 10,000-bu. corn and wheat eltr. built by Morley Bros., Hayden & Plott. It is equipped with an Invincible Cleaner, a Victor Sheller and a Bowsher Mill. Power is furnished by a 20-h.p. gasoline engine located in a cement power house 10 ft. detached, a standard risk in every particular.—S.

Bronson, Kan.—Two interesting civil suits were recently decided by verdicts of juries, against McCarty & Bowers, grain dealers. One had been instituted by that firm against two farmers near Moran and the Moran Grain Co. The farmers had purchased flaxseed from the dealers at Bronson with a contract for sale at harvest time, but when that came the Moran Grain Co. was paying a better price than that offered by McCarty & Bowers, so the flaxseed was sold to the Moran firm which offered to pay the amount of the note. This was refused and McCarty & Bowers brought suit to recover the profit they would have made on the sale of the crop. The jury found for the defendants. The other suit was brought by J. J. Wilson to recover a commission of \$187.50 for the sale of the eltr. of McCarty & Bowers to W. H. Noble. The defendants alleged that Mr. Wilson was not instrumental in making the sale and refused to pay the commission. The case was decided in favor of the plaintiff who was allowed a commission of \$25.

Hutchinson, Kan.—In the recent hearing of the grain inspection case in this city about 40 witnesses testified to the inefficiency of the Kansas Grain Inspection Dept. W. W. Walton testified that while he was engaged in the grain business at Topeka it was nothing unusual for the grade of his grain to be changed by different deputies. G. W. Lawrence, mgr. of the Farmers Eltr. Co. of Larned, testified that on a number of shipments made to Wellington and Winfield, where there are deputy inspectors, that his grain, testing 60 and 62 lbs., was graded No. 3 on account of being clipped, while there was not at that time nor ever had been a clipper or scouter in their eltr. Mr. Carter, mgr. of the Farmers Eltr. Co. at Macksville, testified to the same. L. B. Young, pres. of the Kansas Grain Co., testified that his company was unable to sell any grain outside of Hutchinson, while it handled about 2,000,000 bus. per annum and would not permit the Kansas Inspection Department to inspect any grain arriving at its eltr. at Hutchinson.—E. J. Smiley, sec'y Kan. G. D. Ass'n.

#### WICHITA LETTER.

The membership of W. J. Anderson in the Board of Trade has been transferred to George Koch.

We will open an office here soon thru which we will sell the grain from our line of eltrs. in Kansas and Oklahoma.—L. H. Powell & Co.

Receipts of grain at Wichita during September were 1,051,600 bus. of wheat, 103,000 of corn and 72,000 of oats. Shipments were 391,600 bus. of wheat, 91,000 of corn and 58,000 of oats.—Jas. H. Sherman, sec'y Board of Trade.

Judgment for \$600 was awarded P. C. Yankee, trustee of the estate of J. Alvin Harbour in bankruptcy, against H. C. Thompson, of the Thompson Grain Co., in a recent suit. The action was brought by Mr. Yankee to recover some preferential payments made to Mr. Thompson after Mr. Harbour had become insolvent.

Judge Frank H. Foster of Topeka, appointed commissioner by the Kansas supreme court to hear evidence in the mandamus proceedings instituted last April to compel eltrs. and railroads owning terminal eltrs. to submit to state inspection of grain, held a final hearing in this city Sept. 26 and 27. Among the Wichita witnesses called to testify for the defense were: W. F. McCullough, former

pres. of the Wichita Board of Trade; W. H. Hastings of the H. C. Thompson Grain Co.; W. J. Anderson of Anderson & Cook and J. S. Sherman, sec'y of the Board of Trade. The only defendant present was J. A. Theis of the Kansas City Board of Trade and mgr. there for the Santa Fe Eltr. Co. Those who testified for the defense pronounced the fees charged excessive and the inspectors usually incompetent. They alleged that office inspection would be more satisfactory to all concerned than the car inspection now practiced and emphasized the incompetence of the state grain inspection department. All of the defendants reside in Kansas City but the testimony has been taken at points to suit the convenience of witnesses. Since July 19 Judge Foster has taken evidence at Kansas City, Kan., Arkansas City, Winfield, Wellington, Salina, Topeka and Hutchinson. Oct. 5, 6 and 7 Judge Foster took testimony at Chicago on the cost of grain inspection under improved office methods. Among those who testified at Chicago were F. M. Bunch, sec'y of Rumsey & Co., Chief Grain Inspector W. Scott Cowen, and others connected with the Illinois State department. Among those attending were E. J. Smiley, sec'y Kansas Grain Dealers Ass'n, Robt. Stone, atty. for the grain men, J. A. Theis, mgr. of the Santa Fe Eltr., Kansas City; D. R. Gorden, Chief Kansas Grain Inspector, Geo. R. Allen, atty. for the state, and Judge Kiplinger, associate atty. of Mr. Allen. Judge F. H. Foster has taken testimony at 9 cities and accumulated 2,500 pages of evidence during the 35 days of hearings.

#### KENTUCKY.

Louisville, Ky.—The Abell Eltr. Co. incorporated by George Abell, Garland H. Mourning and Garland H. Mourning, Jr., capital stock, \$50,000.

Louisville, Ky.—Rudolph H. Dorn, a retired grain dealer aged 67, well known to grain men in this section, recently committed suicide by shooting. Ill health was the supposed cause of his act.

Louisville, Ky.—The Board of Trade has appointed R. Lee Callahan of Callahan & Sons, T. G. Williams of S. Zorn & Co. and Alfred Brandeis as delegates to the deep waterway convention which meets in Chicago Oct. 12.

Hopkinsville, Ky.—The second trial of R. H. Detreville, former pres. of the Acme M. & Eltr. Co., began here last week. He was indicted on charge of embezzlement in receiving unearned dividend when he knew the company had no funds. As a result of dividend payments it was supposed to be making money steadily, but investigation revealed it to be about \$190,000 in debt.

Louisville, Ky.—The Kentucky Public Eltr. Co. has started construction on 16 reinforced concrete tanks to have a capacity of 40,000 bus. The Witherspoon-Englar Co. has the contract. The conveying machinery will be operated by electric motors, power for which will be obtained from a station near the company's own power plant now in operation so that, in case of a breakdown of the company's plant, the additional tanks can be kept in operation with power from the outside.

#### LOUISIANA.

New Orleans, La.—The first car load of wheat from Mississippi since the civil war was received here recently from Greenwood, Miss., where planters have been driven to diversify their crops by the ravages of the cotton boll weevil. The wheat graded No. 2 red of fine quality, the equal of any received here from the Mississippi Valley states for export.

New Orleans, La.—Exports of grain during September aggregated 64,000 bus. of wheat, 226,430 of corn and 1,710 bus. of oats, in addition wheat amounting to 122,259 was on board ship not cleared; compared with 24,993 bus. of wheat, 448,624 of corn and no oats sent out in the same month last year.—W. L. Richeson, chief grain inspector New Orleans Board of Trade.



Iota, La.—The Sabatier Rice Mfg. Co. incorporated; capital stock, \$5,000. Joseph Birg is pres. and Joseph A. Sabatier, sec'y.

## MARYLAND. BALTIMORE LETTER.

Edward C. Geyer, prominent in the Chamber of Commerce, died recently.

Those admitted to the Chamber of Commerce during September were Harry W. Saxton, S. Proctor Brady and Albert Page Cole. The memberships of Joseph Englar and Milton A. Smeak were transferred.

Charles R. Kendig has resigned as supt. of the Central Eltr. Co. of Baltimore, which is controlled by the Pennsylvania R. R. Co., and Charles Reimer has been promoted to its vice presidency and made superintendent of its tidewater eltrs. in this city.

William Whitridge Rider, head of the Baltimore firm of Daniel Rider, handlers of grain, hay and feed, was married Sept. 30 to Miss Louise Heaver of this city. After a trip in the north Mr. and Mrs. Rider will reside at Homewood, Md.

J. Collin Vincent, chairman of the crop improvement committee of the Baltimore Chamber of Commerce, exhibited on 'change last week three samples of English wheat of this year's crop, one grown on high land weighed 62.1 lbs. per bu. with a yield of 40 bus. to the acre. The two others weighed 62.6 lbs.; yield, 48 bus. per acre.

The Public Service Commission of Maryland recently heard the arguments of the combined trade organizations of the city in regard to alleged discriminatory and unreasonable switching charges exacted by terminal roads. A similar complaint has been presented by the same bodies to the Interstate Commerce Commission.

Receipts of grain at Baltimore during September were 1,184,887 bus. of wheat, 808,918 of corn, 283,987 of oats, 140,893 of rye and 1,832 of barley compared with 770,332 bus. of wheat, 401,133 of corn, 616,256 of oats and 61,071 of barley received in September, 1910. Shipments during the month included 1,467,867 bus. of wheat, 293,072 of corn and 130 of oats compared with 1,096,343 bus. of wheat, 34,973 of corn and 60 of oats shipped in September, 1910.—Jas. B. Hessong, sec'y Chamber of Commerce.

## MICHIGAN.

Yale, Mich.—Wharton & Co. and Middleton & Doelle are both increasing the capacity of their eltrs.

Grand Rapids, Mich.—The Watson & Higgins Mfg. Co. has been granted a permit to build a grain eltr.

Vassar, Mich.—The Vassar Farmers Eltr. Co. incorporated by John Hecht, pres., and P. E. Brainerd, vice pres.; capital stock, \$30,000.

Pinconning, Mich.—The Farmers Eltr. Co. will install three Hall Signaling Grain Distributors in its new eltr. that is about ready to be put into operation.

Perry, Mich.—Thomas Stark of the grain firm of Stark & Plunkett is in a serious condition with a broken jaw as the result of a friendly scuffle and it is feared he can not live.

Port Huron, Mich.—Business men are endeavoring to get a farmers' eltr. built here and have appointed Gus Hill, David McTaggart and Arthur Canham a committee to push the matter.

Richville, Mich.—I will build an eltr. and warehouse to be equipped with all new machinery, including a No. 99 Clipper Cleaner, a 100-bu. scale, an American Special Grinder, a No. 2 Victor Corn Sheller and a Gibbs Bean Picker.—J. L. Ortner.

Hudson, Mich.—Edward Frensdorf of the grain firm of L. Frensdorf & Son has been appointed by Gov. Osborn to succeed John W. Adams of Kalamazoo, who resigned as a member of the board of control of the penitentiary at Jackson.

Brown City, Mich.—George Martus has sold his interest in the Eureka M. & Eltr. Co.

Detroit, Mich.—During September Detroit received 389,942 bus. of wheat, 151,234 of corn, 247,275 of oats, 89,445 of barley and 43,750 bus. of rye; compared with 374,905 bus. of wheat, 368,802 of corn, 336,408 of oats, 17,084 of barley and 26,244 bus. of rye received in the same month last year. September shipments included 65,027 bus. of wheat, 131,096 of corn, 23,505 of oats and 15,032 bus. of rye; against 1,816 bus. of wheat, 151,826 of corn, 28,628 of oats and 24,100 bus. of rye shipped in Sept., 1910.—F. W. Waring, sec'y Detroit Board of Trade.

## MINNESOTA.

Lamberton, Minn.—I have succeeded Spaulding Bros.—Albert Spaulding.

Starbuck, Minn.—I have succeeded Nelson & Haldorson.—Carl N. Nelson.

Winthrop, Minn.—I am now agt. for the Gt. Western Grain Co.—J. O'Hara.

Deer Creek, Minn.—I am now agt. for the Andrews Grain Co.—H. J. Erickson.

Tintah, Minn.—I have succeeded E. E. Griffith as agt. for the Federal Eltr. Co.

Wykoff, Minn.—I am now local agt. for the John Gund Brewing Co.—W. O. Wilson.

Springfield, Minn.—House of Bingham Bros. is closed for the season.—Anderson Bros.

Leonard, Minn.—George E. French, the merchant, is having a small grain eltr. built.

Wylie, Minn.—I am now mgr. for the Wylie Farmers Eltr. & Merc. Co.—Fred Richards.

Oslo, Minn.—House of the Northland Eltr. Co. is closed.—O. P. Bjorklund, agt. Atlantic Eltr. Co.

Rothsay, Minn.—House of the Northwestern Eltr. Co. is closed.—O. Lein, agt. Interstate Grain Co.

Wilmont, Minn.—The Davenport Eltr. Co. has closed its house.—Chas. Knudson, agt. B. B. Anderson.

Johnson, Minn.—Duluth Eltr. Co. has closed its house here.—J. L. Fermoye, agt. Northwestern Eltr. Co.

Karlstad, Minn.—I have succeeded Wm. Liljgren as agt. for the Homestead Eltr. Co.—Chris Christensen.

Storden, Minn.—Our house is closed at this station at present.—St. John Grain Co., Heron Lake, Minn.

Windom, Minn.—Shafer Bros. & Co. have closed their house this season.—C. A. Kirk, agt. St. John Grain Co.

Maynard, Minn.—We installed a manlift in our eltr. this fall.—F. J. Fredine, mgr. Farmers Eltr. Co.

Redwood Falls, Minn.—I have succeeded C. A. Paton as mgr. for the Farmers Eltr. Co.—A. H. Vihstadt.

Doyle, Minn.—I have purchased the eltr. that formerly belonged to the James Quirk Mfg. Co.—Jas. Delehonett.

Farmington, Minn.—I have built a coal shed and added coal and feed to my grain business.—P. H. Feely.

Slayton, Minn.—Sage Bros. have gone out of business here and their eltr. is being taken down.—C. L. Todd.

Villard, Minn.—Gt. Western Eltr. Co. has closed its house here.—R. L. Smith, successor to A. Johnson & Son.

Alvarado, Minn.—House of the Northland Eltr. Co. is closed here.—A. H. Nystrom, agt. Atlantic Eltr. Co.

Benson, Minn.—F. Thronson is local agt. for the E. S. Mooers Eltr. Co.—W. E. Cole, Jr., proprietor Benson Roller Mills.

St. Louis Park, Minn.—Gt. Western Eltr. Co. has closed its house.—D. K. Whalen, agt. Exchange Grain Co.

Faribault, Minn.—The Sheffield-King Mfg. Co. has opened its new 30,000-bu. house, the Central Eltr., in charge of P. A. Teslow.

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Brainerd, Minn.—Wm. F. Holst will soon open an eltr.

Rice, Minn.—I have just built a 27,000-bu. eltr. up-to-date, replacing the one I lost by fire last year.—John Gazett.

Elmore, Minn.—The Farmers Eltr. Co. has built coal sheds at the eltr. it bot last spring from Hubbard & Palmer.

Viking, Minn.—H. C. Hason is agt. for the Atlantic Eltr. Co. and I am agt. for the Spaulding Eltr. Co.—F. F. Anderson.

Taunton, Minn.—The Mutual Eltr. Co. has sold its house here, which is now closed.—D. F. Salmon, agt. Western Eltr. Co.

Ada, Minn.—A. M. Anderson will buy grain for the St. Anthony & Dak. Eltr. Co., which has re-opened its eltr. at this station.

Alpha, Minn.—Charles Evers has succeeded H. C. Veickeman as mgr. for the Farmers Eltr. Co.—E. Miller, agt. Byrnes Bros.

Rustad, Minn.—House of the Mnpls. & Northern Eltr. Co. closed here this year and last.—O. O. Thorhaug, agt. Imperial Eltr. Co.

Westport, Minn.—House of the Gt. Western Eltr. Co. has been closed for the last two years.—O. E. Krueger, agt. Monarch Eltr. Co.

Fosston, Minn.—The Farmers Eltr. Co. will repair the house it recently purchased from the Minneapolis & Northern Eltr. Co.

Adrian, Minn.—J. B. Scheier, formerly in the grain business here, has moved out of town.—A. Reckers, mgr. Adrian Co-op. Grain Co.

Wheaton, Minn.—House of the Crown Eltr. Co. and that of the Reliance Eltr. Co. both closed for the season.—H. A. Quast & Co.

Pipestone, Minn.—E. A. Brown's eltr. and that of the Interstate Eltr. Co. both closed.—H. T. Fitzpatrick, agt. Northwestern Eltr. Co.

Tenney, Minn.—House here of the Osborne-McMillan Eltr. Co. has been closed since last December.—H. B. Gore, agt. Atlantic Eltr. Co.

Hatfield, Minn.—Eltr. here of Paine & Denhart is closed for this year. I have moved from this station to Sioux Falls, S. D.—J. B. Scheier.

Marietta, Minn.—Houses here of the Gt. Western Eltr. Co. and of the Marietta Grain Co. both closed.—Chas. Danielson, agt. Farmers Eltr. Co.

Windom, Minn.—All houses closed here this season except those of the Farmers Co-op. Eltr. Co., the St. John Grain Co. and mine.—C. W. Gillam.

Louisburg, Minn.—Ed. Lindquist has succeeded M. Score as local agt. for the Northwestern Eltr. Co.—O. F. Lovholm, agt. Inter-State Grain Co.

Argyle, Minn.—Construction has been started on the 30,000-bu. eltr. for the Farmers & Merchants Eltr. Co. T. E. Ibberson has the contract.

Princeton, Minn.—We have replaced our gasoline engine with a 5-h.p. electric motor that works fine.—P. J. Wickes, agt. St. Anthony & Dak. Eltr. Co.

Wegdahl, Minn.—We will paint our eltr. this fall. We have purchased coal sheds and will conduct a general coal business.—Myers Whse. & Produce Co.

Roseau, Minn.—The Farmers Eltr. Co. of Roseau has installed an automatic weighing-out scale.—P. O. Christianson, mgr. Red Lake Falls Mlg. Co.

Humboldt, Minn.—The Humboldt Eltr. Co., an organization of farmers, has bot the house here of the Imperial Eltr. Co.—Albert Brown, agt. McCabe Bros.

St. Vincent, Minn.—Gordon Taylor has succeeded Wm. Gamble as agt. for the Red Lake Falls Mlg. Co.—H. W. Davis, agt. St. Anthony & Dak. Eltr. Co.

Fergus Falls, Minn.—The Grain Producers Eltr. Co. now owns the house that formerly belonged to P. McCargar.—M. A. Mortenson, mgr. Fr. Co-op. Eltr. Co.

Pennock, Minn.—Ours is the only eltr. open here. New London Mlg. Co. closed its eltr. on account of light crop.—C. Nordgren, mgr. Pennock Farmers Eltr. Co.

Clarkfield, Minn.—The farmers' company, the Clarkfield Produce Co., has just increased its capacity by the completion of its new 40,000-bu. eltr.—Clarkfield Roller Mill Co.

De Graff, Minn.—I was transferred here last August from Albee, S. Dak., where I worked several years for the same company.—Tom Cronin, agt. Northwestern Eltr. Co.

Airlie, Minn.—Our company's eltr. is the only one open at this station. The Cargill Eltr. Co. has closed its house and W. Parks has quit the business.—E. A. Ekern, mgr. Airlie Eltr. Co.

Princeton, Minn.—Henry Uglem, a scoop shoveler, has been operating on a side track about four miles north of this station, trying to do a commission business and a little screening.

Lakefield, Minn.—The Lakefield Farmers Co-op. Eltr. Co. has bot the house of the Cargill Eltr. Co. and now has two 30,000-bu. eltrs. at this station.—John Hagerson, agt. Bennett Grain Co.

Round Lake, Minn.—The Stockdale & Dietz Co. has closed its house here. S. P. Bach has succeeded E. D. Tripp as agt. for B. B. Anderson.—D. R. Chaney, mgr. Farmers Grain & Merc. Co.

Halstad, Minn.—The Northwestern Eltr. Co. has divided the bins in its eltr. to enable us to handle this year's crop of different grains to better advantage.—Andrew Bye, agt. N. W. Eltr. Co.

Sherburn, Minn.—We sold our house here to the Sherburn Farmers Eltr. Co. and are now located at Monterey, Minn., where we bot that of the Gt. Western Eltr. Co.—G. H. Madson & Bro.

Wykoff, Minn.—The Farmers Shipping Ass'n has let the contract to L. Buege for the construction of an ironclad eltr. to be equipped with the latest improved machinery and completed by Nov. 1.

New Prairie sta., Cyrus p. o., Minn.—The recently organized New Prairie Farmers Eltr. Co. will build this fall between here and Cyrus. P. S. Otteson is pres.; Ole Ronnel, treas.; Nels Spangrud, sec'y.

Sacred Heart, Minn.—The Sacred Heart Produce Co. and the Eliason Grain Co. have installed electric power in their eltrs. The Eliason Co. is building a corn crib.—A. A. Mostue, mgr. S. H. Produce Co.

Burchard, Minn.—Owing to poor crops the Western Eltr. Co. has closed its house at this station where I was its agt. I am now buying for the Schmid & Anderson Grain Co. at Berlin, N. D.—John C. Hanson.

Ivanhoe, Minn.—I have succeeded M. M. Domek as agt. for the Farmers Indpt. Eltr. Co. He now manages the Farmers Co-op. Eltr. Co. that has succeeded the Sleepy Eye Mlg. Co. at this point.—F. H. Lipinski.

Kennedy, Minn.—A. L. Edmonds is local agt. for the Minn. & Western Grain Co.; C. V. Johnson for the St. Anthony & Dak. Eltr. Co.; and P. H. Peterson for the Imperial Eltr. Co.—J. Anderson, agt. Federal Eltr. Co.

Ersline, Minn.—John H. Peterson, agt. for the St. Anthony & Dak. Eltr. Co., recently committed suicide by shooting, aged 30, married two years ago. His business affairs were in good condition, but he had been drinking heavily.

Jackson, Minn.—Brown & Lev have purchased the eltr. of D. Malone but will not operate it this season on account of poor crops. Eltr. of Greig & Zeeman is also closed. I have charge of the eltr. of the Rippe Grain & Mlg. Co., came here last fall from Grand Meadow, Minn., where I was agt. for the Cargill Eltr. Co. W. F. Austin, former agt. at this station for the Rippe Co., now manages the Bowman Mill Co. at Bowman, N. D., a branch of the Rippe Grain & Mlg. Co.; plant includes an eltr.—E. P. Allison.

Porter, Minn.—House of the Mutual Eltr. Co. is closed. I am agt. for the Eagle Roller Mill Co.—Elmer E. Erickson.

Barry, Minn.—Jas. Barry has succeeded J. A. McBrady as agt. for the Farmers Eltr. Co. Mr. McBrady has leased the house of the Monarch Eltr. Co. and will buy grain on his own account.—H. T. Larson, agt. Cargill Eltr. Co.

Duluth, Minn.—R. M. Wolvin of Winnipeg, E. H. Harbison and Frank Wilson of Duluth have recently been admitted to membership in the Duluth Board of Trade and the memberships of C. H. Gordon and James Pettit have been withdrawn.—Chas. Macdonald, sec'y.

Pine City, Minn.—Pine County is entitled to first honors for corn exhibited at the recent state fair, is the official report of George Atkinson, one of the mgrs. of the state fair, and Prof. C. P. Bull of the Minn. Agri. College, who investigated the charge that the prize-winning corn shown by S. B. Wells of Pine City was not grown in Pine County. They visited the Wells farm and found that Galen Wells, a son of the exhibitor, had corn in the field equal to the 10 ears that won the prize. The protest was made by J. W. Beckman, who has some world prizes as a corn grower.

Duluth, Minn.—During September Duluth received 7,214,613 bus. of wheat, 170,112 of corn, 320,727 of oats, 243,876 of rye and 2,303,913 of barley; compared with 5,938,031 bus. of wheat, 154,991 of corn, 242,201 of oats, 31,600 of rye and 1,863,844 of barley received in the same month last year. September shipments included 3,456,811 bus. of wheat, 179,639 of corn, 63,000 of oats, 180,694 of rye and 1,757,312 of barley; against 4,591,661 bus. of wheat, 117,935 of corn, 146,262 of oats, 38,688 of rye and 1,493,761 of barley shipped in Sept., 1910.—Chas. Macdonald, sec'y Duluth Board of Trade.

#### MINNEAPOLIS LETTER.

The Interior Eltr., which is operated by the International Grain Co., has been made "regular."

The Milwaukee Eltr. Co. is said to be negotiating for a lease of the eltr. of the Dalmar Eltr. Co. in southeast Minneapolis.

Wheat is being marketed as fast as it is available, the receipts one day exceeding 1,000 cars. The farmers say that on account of the poor grading it has no holding value to them.

The case of Homer S. Harper against Sherman R. Norris has been appealed to the United States Court. Harper charges that he bot certificates from Norris in the Minnesota Grain Indemnity Co. and that when he wanted to recover his money he could not find Norris. Alexander McCune, referee in the bankruptcy proceedings which were instituted against the defendant, held that Harper was a party to the scheme and under the law had no redress.

The annual election of officers of the Chamber of Commerce was held Oct. 5. The election was practically decided in advance and resulted in the following selections: J. R. Marfield, pres., F. B. Wells, vice-pres. for one year; F. M. Crosby, vice-pres. for two years. Directors: C. A. Magnuson, D. F. Johnson, John McLeod, Wm. Dalrymple. For member of the board of arbitration for 2 yrs.: D. A. McDonald, J. E. Getchell, E. E. Schober. For members of the board of appeals: H. G. Fertig, B. F. Nelson and T. B. Murray.

Receipts of grain at Minneapolis during September included 13,810,480 bus. of wheat, 249,420 of corn, 1,124,450 of oats, 5,527,810 of barley and 348,910 of rye; compared with 13,106,340 bus. of wheat, 737,760 of corn, 3,954,870 of oats, 2,911,250 of barley and 238,220 of rye received in September, 1910. Shipments during September included 2,096,680 bus. of wheat, 136,280 of corn, 303,760 of oats, 3,058,200 of barley and 156,160 bus. of rye compared with 1,845,370 bus. of wheat, 442,110 of corn, 1,356,810 of oats, 1,884,580 of barley and 53,890 of rye shipped in September, 1910.—H. W. Moore, statistician, Chamber of Commerce.



M. T. Rohrer, formerly sec'y of the Geo. C. Harper Co., has retired from the cash grain business and is now connected with the International Stock Food Co.

Those admitted to the Chamber of Commerce during September were Wm. J. Tierney, Frank S. Butler, H. C. Rompage and Thomas R. Knight. H. C. Harding of Charles City, Ia., has applied for membership.

The grain committee of the Chamber of Commerce recently met representatives of various western railroads to discuss and decide upon a much needed system of checking grain shipments into and out of this market and the supervision of proportional grain rates. The rate from country points to Minneapolis plus the proportional to Chicago or Milwaukee is less than the thru rate from such points to Chicago or Milwaukee. A plan has been proposed and will be adopted which requires that, beginning Nov. 1, shippers must surrender to railroads papers which show the points of origin of all grain shipments.

Because of the inconvenience caused to terminal eltrs. by reason of having uninspected cars set in on their house tracks with other cars and the delay involved in securing an inspector to pass on such cars the board of directors of the Chamber of Commerce recently adopted the following resolution: Resolved: That members offering grain for sale upon the exchange floor of the Chamber of Commerce, which grain has been loaded out of private houses without state inspection service, and where the grain would not ordinarily be inspected, shall be required to notify the buyer as to these facts at the time the grain is offered for sale.

## MISSOURI.

Levasy, Mo.—Louis Weltman has taken possession of the eltr. formerly owned by G. J. Becker, which he recently purchased.—S.

Joplin, Mo.—The J. W. Boyd Grain & Commission Co. incorporated by J. W. Ella and H. B. Boyd and others; capital stock, \$20,000.

Dalton, Mo.—Leach & Quick have succeeded to the grain business formerly conducted successfully by C. A. Keyser, Keyser & Meyer and by Leach Bros.—S.

St. Joseph, Mo.—Trial began in federal court, Sept. 26, of the suit brot by the Elwood Grain Co. against the St. J. & G. I. R. R. Co. to recover \$9,000 alleged to be due from charges made for handling grain for the defendant on a contract made in 1899 between the railroad company and the Harroun Bros. Grain Co., whose assets were purchased by the Elwood Co. The defense alleges that a ruling of the Interstate Commerce Commission forced it to lower the rate paid for handling grain and annul the contract made with Harroun Bros.

## KANSAS CITY LETTER.

The Imperial Mills and warehouse erected by the Nelson Grain Co. is nearing completion and will soon be in operation.

Reciprocity knocked us out of Nebraska grain so we are now confined to a small section of milling business around Kansas City.—Mr. Miller of Norris Grain Co.

It is said that the Western Union Telegraph Co. is considering the installation of a pneumatic tube system on the floor of the Board of Trade, thus greatly facilitating the prompt delivery of messages.

The Union Pacific Eltr., in the Armourdale district, has been sold by the Midland Eltr. Co. to the Simonds-Shields Grain Co. The consideration according to the deed filed was \$17,500. Much new electrical machinery will be installed.

Everett H. Seaver, formerly vice-pres. of the Moore-Seaver Grain Co., was given a farewell dinner by 40 of his associates recently at the Hotel Baltimore and presented with a beautiful scarfpin. Mr. Seaver has retired from the grain business and will enter the drug and chemical business at Los Angeles.

The Terminal Eltr. Co. which is operated by the J. Rosenbaum Grain Co., of Chicago, has assumed the operation of the Rock Island Eltr.

Receipts of grain at Kansas City during September included 3,196,800 of wheat, 608,400 of corn, 681,900 of oats, 2,200 of rye and 51,800 of barley; compared with 6,235,200 of wheat, 1,092,000 of corn, 595,000 of oats, 16,500 of rye and 15,400 of barley received in September, 1910. Shipments during the month included 2,445,600 bus. of wheat, 1,269,600 of corn, 640,900 of oats, 3,300 of rye and 56,000 of barley; compared with 4,742,400 of wheat, 1,234,800 of corn, 246,500 of oats, 12,100 of rye and 7,000 of barley in September, 1910.—E. D. Bigelow, sec'y Board of Trade.

## ST. LOUIS LETTER.

Clover and choice timothy hay is scarce and demand good. Demand for Kansas prairie hay is good.—Frank M. McClelland.

The Hunter Grain Co. has been organized by Henry Hunter, formerly of the Taylor-Hunter Grain Co. Mr. Hunter will take his son into the business.

Crops are good so we are bound to have a good year and we will begin to feel the benefits soon as the nervousness in stocks is over.—Ed. F. Catlin.

The warehouse and eltr. of the J. F. Quinlivan Bros. Feed Co. were burned Oct. 5 with a loss of \$20,000, covered by insurance. Crossed wires are believed to have been the cause.

A rule has been passed by the board of directors of the Merchants' Exchange which forbids the entrance of women upon the floor of the exchange and confines their presence to the gallery.

Otto E. Hintz, of Bunker Hill, Ill., well known to grain speculators of the Merchants' Exchange, disappeared while on a recent visit to St. Louis and it is feared that he has met with foul play.

Never before have we received hay from such a scattered territory as now. We are getting it from Ohio, Indiana, Nebraska, Kansas, Oklahoma and Minnesota.—W. H. Toberman, of Toberman, Mackey & Co.

Ed. F. Catlin is now doing a receiving and shipping business with offices in the Merchants' Exchange Bldg. Mr. Catlin up to Sept. 1 handled the cash department of the Milliken-Helm Com. Co., which has turned that entire business over to him.

Receipts of grain, at St. Louis during September included 6,283 sacks and 1,272,700 bus. of wheat, 466 sacks and 1,074,000 bus. of corn; 1,623,500 bus. of oats; 72 sacks and 18,700 bus. of rye and 13,413 sacks and 455,000 bus. of barley, compared with 20,608 sacks and 2,374,900 bus. of wheat; 1,344 sacks and 1,272,000 bus. of corn; 37 sacks and 1,632,000 bus. of oats; 56 sacks and 19,800 bus. of rye and 103,600 bus. of barley received in September, 1910. Shipments during the month included 1,165,230 bus. of wheat; 7,800 sacks and 844,510 bus. of corn; 9,470 sacks and 911,400 bus. of oats; 12,590 of rye and 9,790 of barley, compared with 5,720 sacks and 1,305,660 bus. of wheat, 24,240 sacks and 884,910 bus. of corn, 26,940 sacks and 1,119,010 bus. of oats; 14,465 bus. of rye and 11,000 bus. of barley shipped in September, 1910.—Geo. H. Morgan, sec'y Merchants' Exchange.

## MONTANA.

Wilsall sta., Shields p. o., Mont.—K. K. Liguin will build an eltr. at this station.

Savage, Mont.—J. W. Lahart of Beach, N. D., has started construction on an eltr. at this station.

Terry, Mont.—The Eastern Mont. Eltr. Co. has opened its recently completed eltrs. here and at Marsh sta., Fallon p. o., Mont.

Nashua, Mont.—I came here from Froid, Mont., and am buying grain at this station for the Mont. & Dak. Grain Co.—O. J. Christianson.

Inverness, Mont.—The St. Anthony & Dakota Eltr. Co. has established a grain business here, of which Adolph E. Anderson will have charge.

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**SONANDER**  
Automatic Scale  
and you won't have to guess  
**THE WINTERS-COLEMAN SCALE CO.**  
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The tables show the following reductions: Oats at 32 lbs., 33 lbs. and 35 lbs. Timothy Seed, 45 lbs. Barley, Hungarian Grass Seed and Corn Meal at 48 lbs. Barley at 50 lbs. Shelled Corn Rye and Flax Seed at 56 lbs. Wheat, Clover Seed, Beans, Peas and Potatoes at 60 lbs. Wheat, 60 lbs., with 1, 2 3 and 5 lbs. dockage. Ear Corn at 70 lbs., 72 lbs., 75 lbs and 80 lbs per bu.

Freight table shows rate per bushel at 60, 56, 48 and 32 lbs. per bu. when the rate per 100 lbs. is 1 to 30¢ cents in 1 cent rises.

Price, postpaid, 50 cents

**GRAIN DEALERS JOURNAL**  
La Salle Street CHICAGO, ILL.



Fairview, Mont.—H. N. Richardson has opened a grain business here.

Lewistown, Mont.—The Farmers' Eltr. Co. of this city has a 30,000-bu. eltr. under construction at Colver to be completed by the middle of the month and is planning to build another at Hilger, neither of them post offices or even listed as stations.

## NEBRASKA.

Gandy, Neb.—L. Wilson of Merna is considering building an eltr. here.

Gladstone, Neb.—John Selk has sold a half interest in his grain business to C. F. Stark.

Pickrell, Neb.—We have just repaired our eltr. and have installed rope drives.—J. R. Wilson.

Dixon, Neb.—T. W. Harding has left the grain business and deals in implements here.—J. B. Hatch.

Marquette, Neb.—Higbee Phelps Hiscock died recently, aged 70. He operated the first eltr. in this town.

Bee, Neb.—The recently organized Bee Eltr. Co. began business Oct. 1 with Jos. Cink from Ord, Neb., as mgr.

Mt. Clare, Neb.—We have recently purchased the eltr. of the Knapp Grain Co.—E. Stockham, Endelman & Stockham.

Phillips, Neb.—I have leased the eltr. of the Peterson Grain Co. to Endelman & Stockham of Hastings, Neb.—A. P. Peterson.

Ames, Neb.—Johnson & Graham have built an eltr. to replace theirs burned last winter.—Western Seed & Irrigation Co., Fremont, Neb.

Falls City, Neb.—The new eltr. for Albert Maust, under construction by the Younglove Construction Co., will probably be completed this week.

Coleridge, Neb.—The Farmers' Grain & Livestock Ass'n incorporated by Henry Koerff, C. C. Freichs, T. B. Wilson, E. J. Dirks and F. A. Anderson; capital stock, \$25,000.

Pawnee City, Neb.—H. E. Herries has sold his interest in the feed and flour business to his brother, J. F. Herries, as he has bot the eltr. and grain business of Ragan Bros. at Valley Falls, Kan.

Eagle, Neb.—The Farmers' Grain & Stock Co., incorporated by F. D. Carr and others; capital stock, \$10,000; will either buy or build an eltr. Fred Muenchan is pres.; J. D. Allen, treas.; Will Crabtree, sec'y.

Phillips, Neb.—I have succeeded E. C. Purdy as mgr. for the Phillips Grain Co. Mr. Purdy has retired after 20 years in the grain business and takes with him the high esteem of those with whom he dealt.—C. E. Coffey.

Dodge, Neb.—The Farmers Lbr. & Grain Co. incorporated; capital stock, \$25,000; will buy one of the eltr. already here if possible and if not will build. R. J. Wisniewski is pres.; Josiah Kreikemeier, treas.; Wm. Legband, sec'y.

Lincoln, Nebr.—J. W. Hiler, who for 15 years called upon the dealers of this state in the interests of Vanderslice-Lynd Co., died Sept. 1st of pneumonia after an illness of six months. He left a wife, daughter and two sons.

Elkhorn, Neb.—H. A. Nolte has let the contract for the erection of an eltr. of concrete from the level of the railroad to the level of the street, about 18 ft. Above the concrete it will be of cribbed construction covered with sheet steel; to be completed in 30 days.

Elba, Neb.—The sheriff recently brot back from the state of Washington Oran E. Hess, who disappeared last April, leaving a shortage in his accounts as mgr. for the Farmers Grain & Supply Co., then estimated at \$3,500, but now believed to be considerably more. He was bonded and that amount of indemnity was paid to the Farmers Co. Thru the efforts of the bonding company he was finally apprehended in Washington, and is now in jail awaiting preliminary hearing on charges of embezzlement.

Hubbard, Neb.—Thomas Long has let the contract for the erection of an eltr. to the Younglove Construction Co. and the foundation is being laid.

## OMAHA LETTER.

O. H. Gibbs, formerly assistant mgr. of the Omaha office of McCaull-Dinsmore Co., has been made mgr.

The recently incorporated Standard Grain Co. is contemplating the erection of an eltr. here next season.

Chas. Avery, formerly with Thresher-Fuller Co., Kansas City, is now with Nye-Schneider-Fowler Grain Co. here.

There has been an unusual amount of barley received lately, 500,000 bus. being received during September. A large part of this has been received from the Pacific Coast.

W. J. Buttachau, of Madison, S. D., who was formerly connected with the Chicago Grain Co., has succeeded S. S. Carlisle as pres. of this company. C. L. Scholl has been elected treas.—Union Grain & Eltr. Co.

Members of the Grain Exchange are said to be more ardent lovers of outdoor life than the members of any similar organization and nearly everyone is a member of one of the country clubs of which the city is so proud.

Receipts of grain at Omaha during September included 1,689,600 bus. of wheat, 858,000 of corn, 885,700 of oats, 8,800 of rye and 988,400 of barley, compared with 975,600 bus. of wheat, 1,177,200 of corn, 858,500 of oats, 17,600 of rye and 49,000 of barley received in September, 1910. Shipments in September included 1,243,000 bus. of wheat, 1,127,000 of corn, 396,000 of oats, 1,000 of rye and 82,000 of barley against 518,000 bus. of wheat, 1,306,000 of corn, 340,500 of oats, and 5,000 of rye shipped in September, 1910.—F. P. Manchester, sec'y Grain Exchange.

## NEW ENGLAND.

South Chelmsford, Mass.—A. T. Safford has discontinued in the grain business.

Readsboro, Vt.—The North Adams Flour & Grain Co., of North Adams, Mass., has bot the feed mill and coal business of C. G. Brown.

Springfield, Mass.—The Massachusetts Corn Show will be held here Nov. 7-9. Exhibits will be in 13 classes with appropriate prizes for each class and many additional special premiums.

Malden, Mass.—The eltr. of the Malden Grain Co. was burned recently with a loss of \$5,000 on the stock and \$3,000 on the building. The blaze is believed to have been of incendiary origin.

Boston, Mass.—Frank Owen White, trustee in bankruptcy, announces the auction, Oct. 16, of the assets of the South Shore Grain Co., A. P. Aldrich & Sons, Inc., Fowles Arlington Mills and the Ambler & Hobart Co.

Portland, Me.—The state corn and fruit show will be held here Nov. 6-11. A corn shelling contest will be a feature of the exhibition and it is expected that this will be of great value in teaching the economic value of the different varieties of Maine corn.

## NEW JERSEY.

Pemberton, N. J.—I have just completed an eltr. 36x100 ft. of fireproof construction.—Eber DeCon.

## NEW YORK.

Mt. Vernon, N. Y.—Chas. Rockwell & Co. expect to build a 50,000-bu. eltr. in the spring.

Buffalo, N. Y.—Charles Sparks, who has been superintendent of the Connecting Terminal Eltr. for the past 28 yrs., died recently at the age of 72 yrs. Mr. Sparks left Rotterdam, Holland, when a boy of 12 yrs., coming at once to Buffalo. He became connected with the Bennett eltr. interests and remained with them until the Connecting Terminal Eltr. was opened. He is survived by a wife and 6 daughters.

New York, N. Y.—J. C. Bogert, of the Coulter, Soper & Bogert Co., has posted his membership in the Produce Exchange for transfer.

Dansville, N. Y.—John T. McCurdy, formerly a grain merchant here, died recently at the age of 61 yrs.

## NORTH DAKOTA.

Bergen, N. D.—The eltr. of the Royal Eltr. Co. is closed.

Bucyrus, N. D.—The eltr. of the Empire Eltr. Co. is closed.

Courtenay, N. D.—The eltr. of the Royal Eltr. Co. is closed.

Buxton, N. D.—The eltr. of the Acme Grain Co. is closed.

Fessenden, N. D.—The eltr. of the Victoria Eltr. Co. is closed.

Flasher, N. D.—E. C. Heckenliab has removed here from Mott, N. D.

Kenmare, N. D.—C. G. Ireys, of Minneapolis, will erect a 20,000-bu. eltr.

Wimbledon, N. D.—The eltr. of the Independent Eltr. Co. has been opened.

Lundsvale, N. D.—The St. Anthony & Dak. Eltr. Co. will erect an eltr. here.

Benedict, N. D.—The Farmers Eltr. Co. has opened its eltr. A. A. Munns is mgr.

Battleview, N. D.—Work on the eltr. of the Farmers Eltr. Co. is well under way.

Bowbells, N. D.—Work is being rapidly completed on the eltr. of the Farmers Eltr. Co.

Powers Lake, N. D.—The eltr. of the Farmers Eltr. Co. is being rapidly completed.

Balfour, N. D.—The eltrs. of the Royal Eltr. Co. and the Woodworth Eltr. Co. are closed.

Minot, N. D.—The eltrs. of the Minnekota Eltr. Co. and the Acme Grain Co. are closed.

Towner, N. D.—The eltrs. of the Acme Grain Co. and the National Eltr. Co. are closed.

Portland, N. D.—The eltr. of the Cargill Eltr. Co. suffered a slight loss by fire recently.

Boynnton, Monango p. o., N. D.—We have closed our eltr. for the year.—Caldwell Eltr. Co.

Deep, N. D.—C. T. Hilden has been appointed mgr. for the St. Anthony & Dak. Eltr. Co.

Berlin, N. D.—John Hanson has been appointed agt. for the Schmidt & Anderson Grain Co.

Granville, N. D.—The Dodge Eltr. Co. has succeeded the Acme Grain Co.—R. J. Hunter, agt.

Herrick, Cashel p. o., N. D.—J. C. Stewart has completed his eltr. and is now operating it.

Barlow, N. D.—I have succeeded A. A. Jewett as agent for the Farmers Eltr. Co.—N. J. Semmens.

Nome, N. D.—I have succeeded A. J. Anderson as agent of the Crown Eltr. Co. here.—Wm. Olson.

Dickinson, N. D.—J. J. Moe has succeeded John F. Horndin as mgr. for the Farmers Grain Co.

Bathgate, N. D.—The eltr. of Dopking & Bennet is closed.—J. O. Mahoney, mgr. Farmers Eltr. Co.

Dazey, N. D.—M. L. Johnson has succeeded C. E. Baird as agt. for the North Dakota Grain Co.

Cleveland, N. D.—The eltr. of the Farmers Eltr. Co. has opened with C. H. Schwarz in charge.

Buttville, N. D.—H. Ostbye is the successor of F. Thompson as agt. for the Andrews Grain Co.

Carrington, N. D.—I am installing a new cleaner in my eltr. at Guptell.—T. H. Cousins, Carrington, N. D.

Max, N. D.—I. L. Berge, of Colbert, Wash., has opened an eltr. here and appointed Fred Kline mgr.



Pleasant Lake, N. D.—I have succeeded Mr. Burke as agent for the Imperial Elev. Co. here.—F. C. Connolly.

Colfax, N. D.—The eltr. of the Acme Grain Co. is closed.—A. Friske, agt. St. Anthony & Dak. Eltr. Co.

Lucca, N. D.—The Atlantic Eltr. Co. will open its elvtr. this season and Martin Peterson will be in charge.

Bordulac, N. D.—The eltr. of the Ransom Co. Immigration Co. is closed.—E. A. Roach, agt. Atlantic Eltr. Co.

Adams, N. D.—The Minnekota Eltr. Co. has bot the eltr. of Oliver Knudson and has appointed Carl Anderson agt.

Donnybrook, N. D.—H. A. Waldron will build a line of eltrs. along the new Stanley branch of the Gt. Northern Ry.

Hamlet, N. D.—A 30,000-bu. eltr. is being erected here by the National Eltr. Co. T. E. Ibberson has the contract.

Crary, N. D.—I have succeeded D. W. Hunter as agent for the St. Anthony & Dakota Eltr. Co.—John McCabe.

Cleveland, N. D.—I have succeeded Martin Negaard as manager for the Cleveland Farmers Eltr. Co.—C. H. Schwarz.

Brampton, N. D.—The eltr. of the Farmers Union Eltr. Co. is closed.—C. B. Nupen, mgr. Brampton Farmers Eltr. Co.

Woodworth, Pingree p. o., N. D.—Ed. Elfsen has let the contract for the erection of a 40,000-bu. eltr. here to L. Buege.

Wildrose, N. D.—The National Eltr. Co. has given the contract to T. E. Ibberson for the construction of a 30,000-bu. eltr.

McGregor, N. D.—The Farmers Eltr. Co. has awarded the contract for the construction of a 30,000-bu. eltr. to L. Buege.

Manfred, N. D.—I have succeeded P. B. Anderson as manager of the Manfred Farmers Elvtr. Co.—A. M. Greenfield.

Ashley, N. D.—The eltrs. of the United Grain Co. which were formerly operated by Fred Brosz and Gott Becker are closed.

Clifford, N. D.—The eltr. of the Imperial Eltr. Co. is closed. Geo. Barland has been appointed mgr. of the Federal Eltr. Co.

Wales, N. D.—John Maloney, mgr. of the eltr. of the Linden Investment Co., fell from the top of the eltr. and was killed.

Dickenson, N. D.—The Lytle Eltr. Co., incorporated, capital, \$75,000; incorporators: D. L. Lytle, A. H. Lytle and F. J. Lytle.

Crosby, N. D.—The eltr. of the Kenmare Mfg. Co. is closed. The Atlantic Eltr. Co. has leased the eltr. of the Northland Eltr. Co.

Martin, N. D.—J. L. Moellendorf has leased the eltr. of the Royal Eltr. Co. The eltr. of the Osborne-McMillan Eltr. Co. is closed.

Towner, N. D.—I have succeeded C. L. Hartson as agent for the Imperial Eltr. Co. here. I was formerly at Raymond, S. D.—G. F. Sien.

Velva, N. D.—The eltrs. of the Occident Eltr. Co., the Royal Eltr. Co., the Osborne & McMillan Eltr. Co. and Gilbertson Bros. are closed.

Arndt, Bisbee p. o., N. D.—The eltrs. of the Minnekota Eltr. Co. and the Northland Eltr. Co. are closed.—Carl Haas, agt. Atlantic Eltr. Co.

Weaver, N. D.—The Weaver Farmers Eltr. Co., incorporated, capital stock, \$25,000; incorporators, John Weber, Lewis Flott and Bart Weber.

Derrick, N. D.—E. N. Rice has succeeded O. A. Reed as agt. for the National Eltr. Co. L. J. Schmitz has been appointed agt. for T. A. Brown.

Cleveland, N. D.—The eltr. of the Powers Eltr. Co. is closed. C. H. Schwarz has succeeded Martin Negaard as mgr. of the Farmers Eltr. Co.

Bowdon, N. D.—The eltrs. of the Lyon Eltr. Co. and the Crown Eltr. Co. are closed. The Farmers Eltr. Co. has bot the eltr. of G. Werner.

Antelope, N. D.—F. Ehlert is agt. for the Occident Eltr. Co. The eltr. of the Minn. & Western Grain Co. is closed and will not be opened this season.

Granville, N. D.—The eltr. of O. G. Nordmarken is closed.

Powers Lake, N. D.—The National Eltr. Co. is erecting a 30,000-bu. eltr. T. E. Ibberson has the contract.

Berwick, N. D.—We have installed a 12-hp. Simplicity gasoline engine and an Appleton feed mill in our elevator.—Ludwig Foss, of Foss & Fyken.

Bantry, N. D.—The Farmers Eltr. Co. has acquired the eltr. of the Hennepin Eltr. Co. E. O. Dickenson is agt.—N. D. Campbell, agt. Imperial Eltr. Co.

Buffalo, N. D.—O. L. Sondral has succeeded N. J. Steffen as agt. for the Gt. Western Grain Co. The eltr. of the Monarch Eltr. Co. is closed.

Berthold, N. D.—The eltrs. of the Andrews Grain Co., Chas. Faulkner and the St. Anthony & Dak. Eltr. Co. are closed.—Agt. Victoria Eltr. Co.

Carrington, N. D.—T. H. Cousins has leased the eltr. of the Andrews Grain Co. A. E. Ireland & Co. have leased the eltr. of the Osborne-McMillan Eltr. Co.

Cavalier, N. D.—D. Boyd has been appointed agt. for the State Eltr. Co. The eltrs. of French & Thomsen and the St. Anthony & Dak. Eltr. Co. are closed.

Eckelson, N. D.—We have installed a new Fosston cleaner in our eltr. and will build a 50,000 bu. eltr. next spring.—P. E. Knudson, mgr. Eckelson Farmers Eltr. Co.

Calvin, N. D.—The Farmers Eltr. Co. has bot the eltr. of the Burgess Eltr. Co. and has installed a cleaner and an automatic scale.—W. K. Hendry, mgr. Farmers Eltr. Co.

Anamoose, N. D.—The eltrs. of the Royal Eltr. Co. and the Woodworth Eltr. Co. are closed. Dan Derman has succeeded Wm. Ostruch as agt. for the Schmidt, Gulack Eltr. Co.

Beach, N. D.—Wm. Zimmerman has been appointed mgr. of the Farmers Eltr. Co. and F. T. Hurley agt. for the Russell Mfg. Co.—M. F. Smith, agt. Minn. & Western Grain Co.

Bartlett, N. D.—E. A. Anderson has been appointed agt. for the National Eltr. Co. and I have succeeded F. Dessmore as agt. for the St. Anthony & Dak. Eltr. Co.—O. W. Cronin.

Barlow, N. D.—I have succeeded N. J. Semmens as agent for the Acme Grain Co. I was formerly located at Bird Island, Minn., as agent for the Crown Eltr. Co.—J. F. Malloy.

Bottineau, N. D.—F. D. Peterson has succeeded Pat Dailey as agt. for the St. Anthony & Dak. Eltr. Co. The eltrs. of McCabe Bros. and the Minn. & Northern Eltr. Co. are closed.

Crystal, N. D.—Ed. Daran has succeeded Frank Fuller as agt. for the Imperial Eltr. Co. Jas. Kelly is agt. for the St. Anthony & Dak. Eltr. Co. and A. J. Van Zandt agt. for the State Eltr. Co.

Knox, N. D.—The old part of the eltr. of the St. Anthony & Dak. Eltr. Co. is being dismantled after being in service since 1887, at which time grain was hauled to it for a distance of 45 miles.

Almont, N. D.—C. M. Smestad of Harmon, N. D., is the successor of L. V. Duncanson as mgr. of the Occident Eltr. Co. L. V. Duncanson has been appointed agt. for the Occident Eltr. Co. at Mott, N. D.

Pettibone, N. D.—We are moving our eltr. from Kensal, N. D., to Pettibone, and will have it ready for operation in a few days. L. B. Edmunds will be in charge.—W. W. Lyness, secy.-treas. Regan & Lyness Eltr. Co.

Buchanan, N. D.—A. J. Buchanan has succeeded J. R. Clausen as agt. for the Buchanan Eltr. Co. A. E. Rieman has succeeded T. M. McLaren as agt. for the Occident Eltr. Co. The eltr. of the Monarch Eltr. Co. is closed.

Oriska, N. D.—The Farmers Elev. Co. has suspended business and closed its eltr. C. C. Wyman & Co., of Minneapolis, hold a bill of sale on the property. A rumor out to the effect that they will reorganize and buy the eltr. again.

MARQUETTE BUILDING,

Grain Elevator  
Trade Given Our  
Special Attention

HARRISBURG, ILL., SPRINGFIELD DISTRICT, ILLINOIS, LINTON  
and CLINTON DISTRICTS, INDIANA, CAMBRIDGE, OHIO,  
and FAIRMONT, WEST VIRGINIA, COAL

PRODUCERS AND SHIPPERS OF

# O'GARA COAL COMPANY

CHICAGO, ILLINOIS

Annual Output  
7,000,000 Tons



Chama, Sentinel Butte p. o., N. Dak.—The recently incorporated Farmers Co-op. Grain Co. has bot the eltr. of the Golden Valley Independent Eltr. Co.

Arvilla, N. D.—Jerry Harrington is agt. for the Duluth Eltr. Co. The Farmers Eltr. Co. has succeeded the St. Anthony & Dak. Eltr. Co. Chas. Woods is agt. The Winter, Truesdell Ames Co. has succeeded the Minn. & Northern Eltr. Co. I am agt.—F. C. Riley.

Luverne, Hope p. o., N. D.—The Farmers Eltr. Co., incorporated, capital stock, \$25,000; incorporators: Christ Jensen, W. H. Northrop, Henry Christensen, C. W. Hiller-son and H. B. Thomas, Willow Lake; C. W. Christiansen, Broadview, and Tom Thompson, Baldwin.

Berlin, N. D.—The 50,000-bu. eltr. of the Berlin Farmers Eltr. Co. burned Sept. 24 with a loss of \$13,000. The fire, which appears to have started in the driveway, was discovered about 1 a. m. and within two hours the house was completely destroyed. The eltr. contained 5,000 bus. of grain, most of which was wheat.—B. G. Southall, Martin, N. D.

Norma, N. D.—Walter Jackson, agt. for the Atlantic Grain Co. and A. J. Magnie, a farmer, have been arrested by federal officers and charged with smuggling grain over the border. It is said that one of the men has admitted his guilt. It is alleged that the grain was brot across the border at night by Canadian farmers and delivered to American farmers who in turn disposed of it to the eltr. men.

Bismarck, N. D.—A plan is well under way for the establishment in North Dakota of 500 experimental farms and assurances of a fund of \$100,000 to carry on the work have been made. The plan is based upon the idea that good farming cannot be taught by telling the farmer to read a book, that it cannot be taught by sending him pamphlets through the mails and that the way to do it is to go right to the farmer and demonstrate to him that good farming brings its returns many fold.

## OHIO.

Glenfold, O.—I am contemplating building an eltr.—A. L. Cooperrider.

Hoytville, O.—We will build a steel or concrete grain storage tank.—Cruikshank & Bennett.

Mansfield, O.—J. M. Smith has bot the eltr. of John L. Barr which has been operated by L. A. Strong.

Sycamore, O.—The Sycamore Grain & Mfg. Co., incorporated, capital stock, \$75,000; incorporators: T. E. Underwood and others.

Ingomar, O.—I have bot the eltr. of the Ingomar Mfg. Co. I will make a number of changes and will be open for grain about the middle of November.—O. Klepinger.

Columbus, O.—The fall business meeting of the Ohio Grain Dealers Ass'n will be held here at the Neil House either Tuesday, Oct. 31, or Friday, Nov. 3.—J. W. McCord, sec'y.

Gibsonburg, O.—The Gibsonburg Eltr. Co., incorporated; capital stock, \$20,000; incorporators: Henry Yaasting, Fred Stansmire, John H. Nieset, J. A. Pember and John Borchering.

Cleveland, O.—The Adams-Holloway Co., incorporated, capital stock, \$5,000; incorporators: Samuel Adams, Amy Louise Adams, Warren D. Holloway, M. H. Holloway and E. M. Crawford.

Quincy, O.—B. G. Allinger, miller and grain dealer at this place, mysteriously disappeared on Sept. 30 and no trace of him has been found. He is 6 ft. tall and weighs about 165 lbs., has a heavy mustache and dark hair slightly tinged with gray. It is supposed that he has had a temporary lapse of memory. Mr. Allinger is a brother of George and John Allinger of The Miami Valley Grain Co., of Sidney, and a cousin of L. C. Allinger, grain dealer at Delphos, O. Any information as to his whereabouts may be addressed to The Miami Valley Grain Co., Sidney, O.—J. E. Wells & Co.

LATER: A man answering the description of Mr. Allinger, unable to tell his name, his home address, or any of his past life, has been found in Portland, Ore. The trade mark on the inside of his coat bears the name of a local merchant at Sidney, Ohio, where Mr. Allinger purchased his clothes. Ray Allinger, son of Mr. Allinger, and Mr. E. T. Custenborder, of Sidney, O., have gone to Portland to identify the man.

## CINCINNATI LETTER.

John Bauer, a local feed dealer, has been admitted to the Chamber of Commerce. William Fey, a grain man, has applied for membership.

Members of the Cincinnati Grain Dealers Ass'n have started a movement to establish a "call." It is probable that the proposal will be readily adopted.

The ruins of the old Chamber of Commerce Bldg are being torn down. Work on the 20-story skyscraper which will replace it will be well started by the latter part of December.

Receipts of grain at Cincinnati during September included 323,430 bus. of wheat, 491,387 of corn, 707,374 of oats, 91,406 of rye and 48,504 of barley compared with 280,684 bus. of wheat, 614,464 of corn, 578,538 of oats, 88,292 of rye and 58,620 of barley received in September, 1910. Shipments were 132,843 bus. of wheat, 392,270 of corn, 539,440 of oats, 19,266 of rye and 28 of barley against 303,708 of wheat, 513,726 of corn, 385,653 of oats, 43,556 of rye and 1,124 of barley shipped in September, 1910.

## TOLEDO LETTER.

Fred C. King, of C. A. King & Co., was married recently to Miss Louise Paddock. They are spending their honeymoon in Europe.

Sons of T. H. Tracy and others have incorporated the Bell-Tracy Co. with a capital of \$10,000, to do a wholesale business in grain and hay.

The East Side Iron Eltr. Co. will increase the capacity of its million bu. house to 1,600,000 bus. and build a new working house. The improvements will be completed by Jan. 1 and will cost about \$100,000.

## OKLAHOMA.

Cherokee, Okla.—I am starting in the grain business.—J. F. Hunzinger.

Ryan, Okla.—D. K. Sterrett & Co. have succeeded D. K. Sterrett in the eltr. business here.—S.

Hobart, Okla.—The wife of Morris Erdwurm, pres. of the Hobart Mill & Eltr. Co., died very suddenly recently.

Cherokee, Okla.—A. H. Stout, formerly pres. of the First Nat'l Bank, indicted with Mayor A. J. Titus, of Cherokee, in connection with some bills of exchange issued by the defunct Cherokee Mill & Eltr. Co., has surrendered to the Federal authorities and released on bonds of \$5,000.

Alva, Okla.—The Woods County Grain & Broomcorn Co. has brot suit against C. W. Harrison for 16 tons of broomcorn which the company alleges had been sold to it before the crop was harvested. In many cases the corn was sold in advance when the price was \$65 per ton while now it is \$180. This is the third suit of a similar nature filed recently.

Tulsa, Okla.—The Binding-Stevens Grain Co. has awarded the contract to Morley Bros., Haden & Plott, for the erection of a seed eltr., the total cost including equipment being \$7,500. The eltr. will be equipped with three seed cleaners and machinery for the manufacture of poultry food. The house will have a capacity of 25,000 bus. and will be completed Nov. 15.

## PENNSYLVANIA.

Pittsburgh, Pa.—We are overstocked with hay. No. 1 selling for \$22 a ton. On account of an extra demand for oat straw, which is being substituted for Indiana prairie hay, we are having a hard time filling orders.—Samuel Walton.

Pittsburgh, Pa.—The first car of new ear corn was received here Oct. 5, was in good condition and brot a good price.

## PHILADELPHIA LETTER.

Robert Morris, of Brooke & Pennock has been elected a member of the Commercial Exchange.

There is a quiet talk on change of tendering President Samuel Leech McKnight a unanimous re-election.

Twenty different steamships carried large quantities of wheat, corn and flour during September from this city to ten of the leading Trans-Atlantic ports.

In the amicable adjustment of the settlement with the European buyer, \$2,099 damage corn claims was paid by the Commercial Exchange without dispute.

Receipts for September were 716,054 bus. of wheat, 262,029 bus. corn and 484,040 bus. oats, compared with 737,210 bus. wheat, 219,499 bus. corn and 510,542 bus. oats during the same month last year. Exports for September were 702,580 bus. wheat and 159,076 bus. corn, as against 601,671 bus. wheat and 25,570 bus. corn in September, 1910.

The Liverpool Corn Association insisted upon having the new moisture test on corn begin March 1, while the Commercial Exchange thought March 15 was early enough, but for the sake of peace the first named date was finally agreed upon, which it is firmly believed that the period between the days and months as now in force on all export contracts will entirely cover the season when there is any danger of germinating or heating during an ocean voyage.—S. R. E.

## SOUTH DAKOTA.

Hurley, S. D.—Matt Woodward has succeeded Ed Miller.

Howard, S. D.—David Theophilus has leased an eltr. here.

Scotland, S. D.—The Farmers Eltr. Co. is being organized here.

Bonesteel, S. D.—The Farmers Co-operative Ass'n has dissolved.

Aurora, S. D.—The Farmers Eltr. Co. has declared a dividend of 15%.

Tripp, S. D.—Geo. Boepple has been made mgr. of the Carlon Eltr. Co.

Wagner, S. D.—I will continue in charge of the eltr. of M. Wollmann.—A. J. Swartz.

Andover, S. D.—The eltrs. of the Empire Eltr. Co. and the Bagley Eltr. Co. are closed.

Lebanon, S. D.—The eltr. of the Western Eltr. Co. is closed.—J. G. Blum, agt. Atlas Eltr. Co.

Onaka, S. D.—The Farmers Eltr. Co. is being organized. H. C. Camp is a leader in the movement.

Freeman, S. D.—The eltr. of C. Frederick is closed. J. J. Walters, formerly agt., is now agt. for the Shanard Eltr. Co.

Milbank, S. D.—The eltr. of the Empire Eltr. Co. burned Oct. 1 with 10,000 bus. of grain. Loss covered by insurance.

Oldham, S. D.—The Farmers Eltr. Co. will rebuild its eltr., which was recently burned. Work will commence at once.

Freeman, S. D.—The eltr. of the Farmers Eltr. Co., which was burned recently will be replaced by a 25,000-bu. house to be completed by December 1.

Madison, S. D.—The Farmers Mfg. & Eltr. Co., to be capitalized at \$30,000 is being organized here. El. J. Grover, of Minneapolis, is one of the leaders in the movement.

White Rock, S. D.—Bernie Hanson has been appointed agt. for the Crown Eltr. Co. and Louis Stabelfeldt agt. for the Monarch Eltr. Co.—Peter Erickson, Jr., agt. National Eltr. Co.

Wolsey, S. D.—Otto Krueger has succeeded Gus Freitag. J. A. Prose has succeeded H. D. Reed as agt. for the So. Dak. Grain Co. The headquarters of LeRoy Booher are at Armour, S. D.—N. A. Ostberg, agt. LeRoy Booher.



Freeman, S. D.—M. Wollmann, of Freeman, is again in possession of the eltrs. at Freeman, Menno, Lake Andes and Wagner, S. D., which were acquired by Gross & Wollmann a few months ago.—F.

## SOUTHEAST.

Jackson, Miss.—Webb & Co. are in the brokerage business here.

Lynchburg, Va.—T. A. Jennings, a prominent grain man broke his arm recently in cranking his automobile.

Lynchburg, Va.—The Bailey-Pleasants Co. is erecting a 4-story eltr. and warehouse. It is thoroly fireproof.

Birmingham, Ala.—The Western Grain Co. has succeeded the D. B. Coner Grain Co. The Western Grain Co. will also manufacture and handle the Jim Dandy meal products as a part of the purchase.

Norfolk, Va.—Jay Youngblood, who has been operating the Buffalo Mlg. Co. and who formerly did business under the name of the Virginia Mill Products Co. has filed a petition in bankruptcy with liabilities of \$72,256.91, and assets of \$318.44, in open accounts. The Virginia-Maryland Mlg. Ass'n with which Mr. Youngblood was also connected is not involved.

## TENNESSEE.

Nashville, Tenn.—The W. W. Morehead Grain Co. has moved into its new building.

Nashville, Tenn.—The plant of the Gillette Grain Co., at West Nashville, burned recently at a loss of \$30,000.

Nashville, Tenn.—Specialists appointed to make an inquiry into the prevalence of pellagra report that 95% of the victims of the malady use cornmeal.

Memphis, Tenn.—The Pease & Dwyer Feed & Grain Co. has leased the eltr. of Williams & Fitzhugh and have installed a Richardson Automatic sacking machine.

## TEXAS.

El Campo, Tex.—The Wharton County Whse. Co. has completed its warehouse and eltr. Wm. Nash, formerly of Chicago, is pres. and mgr.

Hansford, Tex.—B. O. Cator has purchased the warehouse at this station formerly owned by the J. E. Patton Grain Co. of Texhoma, Okla.—S.

Houston, Tex.—The O. P. Jackson Grain Co. has secured a 150x100 ft. site on the line of the M. K. & T. Ry. and will probably erect a warehouse. The site cost \$10,000.

Houston, Tex.—New rules and regulations in regard to interstate grain and grain products handled by the Texas & Pacific went into effect Oct. 6. Under the new tariff transit privileges are granted on grain at points in Texas on the Texas & Pacific east of Weatherford and Denison originating on the K. C. Sou.; also from points beyond the Kansas City Southern, when flat or proportional rates from junction points at which received by said line, when delivered to the Texas & Pacific at Texarkana by the Texarkana & Fort Smith and destined to points on many of the connections of the road, including the Abilene & Southern, Fort Worth & Denver, International & Great Northern, Pecos Valley Southern, Sunset-Central lines, Trinity & Brazos Valley, Weatherford, Mineral Wells & Northwestern, Wichita Valley and other lines. The Texas & Pacific also adds the Orient, Abilene & Southern, Pecos Valley Southern and Roscoe, Snyder & Pacific to the list of roads with which it has through transit privileges on grain turned over to the road at Texarkana by the Iron Mountain and Missouri Pacific, and at Denison by the Missouri, Oklahoma & Gulf. Under the new tariff, the Texas & Pacific will absorb elevator charges when presented with evidence that the grain has been forwarded to destination beyond transit point, or transferred by rail to other industries within the switching limits of the station.

Greenville, Tex.—The warehouse of the Planters Compress & Eltr. Co. burned recently and a large amount of corn and hay destroyed.

Ft. Worth, Tex.—Paul E. Palmer, ass't sec'y of the Board of Trade, has been elected sec'y to succeed former Sec'y Best, who withdrew.

Ft. Worth, Tex.—The directors of the Board of Trade have approved the revised rules on grain inspection as offered by its committee. Only a few minor changes were made, the rules being made to conform with the uniform rules of the Grain Dealers Nat'l Ass'n. The committee was composed of Frity Strahn, R. S. Moore and E. E. Bewley.

Austin, Tex.—The Texas railroad commission, through Chairman Allison Mayfield, has forwarded to Chairman Judson C. Clements of the Interstate Commerce Commission a formal protest against the increase of the minimum carload weight on corn from 24,000 to 40,000 pounds a car, as the Southwestern lines propose. It is represented that this will work a hardship on the small shipper, and means an increase of rates and higher prices for corn. The Board of Trade of Cairo, Ill., inaugurated the protest against this increase of the minimum and the Texas commission is taking a hand in the matter.

## UTAH.

Salt Lake City, Utah.—Millers and grain dealers from all over Utah held a meeting here Oct. 4. After the meeting a banquet was held at the Hotel Utah. Governor Spry being one of the guests.

## WASHINGTON.

Revere, Wash.—The Farmers Union Eltr. & Whse. Co., incorporated, capital, \$3,000.

Pullman, Wash.—A large number of grain dealers and farmers held an anti-smut convention here recently. Speeches were made by various agricultural experts and plans made for fighting the scourge.

## WISCONSIN.

Millston, Wis.—The eltr. of Drescher & Dunn is nearly completed.

Colfax, Wis.—G. Hammer has bot the eltr. of the Pioneer Eltr. Co.

Meridian, Wis.—I have bot the eltr. of R. E. Jones & Co.—J. E. Brock.

Kewaskum, Wis.—The L. Rosenheimer Malt & Grain Co. has installed an electric motor.

Stockholm, Wis.—M. Larson & Sons will erect an eltr. here. J. P. Broatch has the contract.

Rush Lake, Wis.—The Farmers Grain & Supply Co. has been organized and will erect an eltr.

Sheboygan, Wis.—The warehouse of Lawrence Rochlies burned recently with a loss of \$10,000.

Cylon, Wis.—The Cylon Eltr. Co. is negotiating for the purchase of the eltr. of the Western Eltr. Co.

Mondovi, Wis.—The eltr. of David Blum is closed. The Cargill Eltr. Co. is operating the eltr. of Ole Wolf.

Stevens Point, Wis.—The 15,000 bu. eltr. now being constructed for H. H. Pagel will be in operation about Nov. 1.

Howard, Albertville p. o., Wis.—The McGuire Hay & Grain Co. is moving its eltr. to a location on the new line of the Soo road.

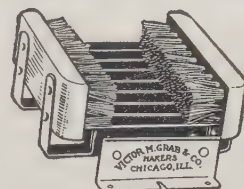
Waukegan, Wis.—The eltr. of A. J. Schmidt has been covered with galvanized iron and equipped with a Richardson Automatic Scale.

## MILWAUKEE LETTER.

H. M. Jones and S. B. Humphrey, members of the Chamber of Commerce, died recently.

The recently incorporated Morris Grain Dryer & Salvage Co. will erect an eltr. to the south of the city limits.

## GRAB'S POPULAR NOVELTIES



GRAB'S FOOT SCRAPER

Appeals chiefly to housewives, in the interest of clean houses and sanitation. Cleans the sole by means of ten parallel enameled cleaning plates and brushes sides of shoe at same time. Keeps dust, dirt, mud and germs out of the house. Easily rotated and cleaned or swept under. Fastens on step, walk or any handy place. Lasts a lifetime. Sanitary. Teaches cleanliness. Thousands of them in use both city and country. Price only \$1.00

## GRAB'S KEYLESS BASKET BANK

Made entirely of best cold rolled steel, oxidized copper finish. Has locking device unlike any other safe. Holds \$30.00 in dimes. First time locks—every fiftieth time unlocks. You can't open it with an ax once it's locked. As each dime is deposited amount is registered on dial. Size of bank 2 1/2 x 3 1/2 inches. Weight 14 ounces. Will last a life—nothing to break or get out of order. Price 75 cents.



GRAB'S Lucky Horse Shoe BANK

A hit with both children and grown-ups. Teaches the saving habit. May be worn on watch chain or key ring, or carried in pocket. Made of brass, heavy nickel-plated. Lasts forever. Opens automatically when 10 dimes are deposited. Cannot be opened otherwise. Price 10 cents, postpaid.



GRAB'S WONDER LIGHTER

A new and taking novelty just out. Produces a spark which lights all gas and gasoline burners. Each lighter good for 5,000 lights or flashes. Nice to hang on every gas jet in the house. Does away with litter of half burnt matches and prevents unsightly scratching of wall paper or woodwork. Price 10 cents, postpaid.

Write for Best Prices at once

Victor M. Grab & Co.

1102 Ashland Block

CHICAGO, ILL.



Notice has been given that no more grain will be accepted for Eltr. "A" until the present accumulation is reduced.

Frederick W. Hazeltine, formerly with E. G. Hadden & Co., has organized the firm of F. W. Hazeltine & Co., with offices in the Mitchell Bldg.

The Chamber of Commerce has bot an auto truck for the inspection and weighing department. Samples are now received from the railroad yards by 10 o'clock, a half hour earlier than under the old method.

Those admitted to the Chamber of Commerce in September were Arthur B. Meyers, Fulton R. Morris, Samuel Hazlehurst and Henry L. Goemann. The memberships of Geo. M. Chapin and John Bechtel, Jr., have been transferred.

Much satisfaction is expressed over the results of the repeal of the rule which permitted the delivery of grain in Chicago eltrs. on contracts for future delivery in Milwaukee. Receipts of grain since Sept. 1 have been very liberal with the C. M. & St. P. eltr. "A" handling the major portion.

Receipts of grain at Milwaukee during September included 1,509,370 bus. of wheat, 670,090 of corn, 1,157,700 of oats, 2,350,800 of barley and 419,220 of rye, against 1,441,610 bus. of wheat, 816,990 of corn, 1,387,300 of oats, 1,576,100 of barley and 78,520 of rye received in September, 1910. Shipments during the month included 731,176 bus. of wheat, 597,111 of corn, 463,117 of oats, 997,713 of barley and 239,011 of rye compared with 828,147 bus. of wheat, 674,080 of corn, 835,156 of oats, 398,601 of barley and 15,280 of rye shipped in September, 1910.—H. A. Plumb, sec'y Chamber of Commerce.

### WYOMING.

Burns, Wyo.—The Overland Cereals Co. has let the contract to W. H. Cramer for the erection of an eltr. at this point.

### Soil Fertility League Indorsed.

The plan and campaign of the National Soil Fertility League is enthusiastically indorsed by Dr. Cyril Hopkins, F. D. Coburn, Dr. J. H. Worst, Franklin MacVeagh, Samuel Gompers, Henry Wallace, A. H. Sanders, E. P. Ripley, Darius Miller, J. M. Studebaker, Samuel W. Allerton, Champ Clark, W. J. Bryan, Jas. J. Hill and William H. Taft.

President Taft at Kansas City, Sept. 25, said of the plan, which is being forcefully pressed by Howard H. Gross, "It is now proposed to organize a force of 3,000 men, one to every county in the United States, who will conduct experiments within the county for the edification and education of the present farmers and of the young embryo farmers. It is proposed that these men shall be partly paid by the county, partly by the state and partly by the federal government, and it is hoped that the actual demonstration on the farms in the county—not agricultural stations or schools somewhere in the state—but in the county itself, shall bring home to the farmers what it is possible to do with the very soil that they themselves are engaged upon.

"It is ordinarily not wise to unite administration between the county, state and federal governments, but this subject is one so all-compelling, it is one in which all people are so much interested, that co-operation seems easy and the expenditure of money for a good purpose so free from difficulty that we may properly welcome the plan and try it."

Chas. W. Glidden, of Boston, broke the record in a recent contest for eating corn when he consumed 58 ears of corn in one hour and 55 minutes.

## Feedstuffs

The American Feed Manufacturers' Ass'n will hold its semi-annual meeting at Columbus, O., Nov. 17-18.

The new commercial feeding stuffs law of Nebraska will be enforced as soon as the pure food commission can arrange the details of the work.

Cincinnati received, during September 3,888 tons of millfeed and shipped 41,580 tons, compared with 5,538 received and 4,234 tons shipped in September, 1910.

Monroe, Wis.—Continual rains are spoiling the third crop of alfalfa. A great part of the crop will hardly be fit for feed.—H. C. Dahms, mgr. Monroe Model Mill.

The Arkansas legislature has provided for the inspection of all feed sold in the state, and A. W. Parke, F. L. Page and J. T. Whalen have been appointed inspectors.

James W. Kellogg, chief chemist of the Bureau of Chemistry of the Pennsylvania Dept. of Agri., has issued Bulletin No. 208, comprising a complete report on the commercial feeding stuffs of the state in 1910.

Kansas City received during September 1,380 tons of bran and shipped 6,060 tons; compared with 1,520 tons received and 8,460 tons shipped in September, 1910, according to E. D. Bigelow, sec'y Board of Trade.

The marked differences that exist between individual animals as regards the returns they yield for the feed consumed have been investigated by the U. S. Dept. of Agriculture and just published in the Buro of Animal Industry Bulletin No. 128.

Receipts of millstuffs at Minneapolis in September amounted to 2,708 tons, compared with 3,898 tons received in September, 1910. Shipments were 58,403 tons, compared with 49,965 tons received in September, according to H. W. Moore, statistician of the Chamber of Commerce.

St. Louis received in September 85 cars and 75,810 sacks of bran, compared with 102 cars and 131,090 sacks received in September, 1910. Shipments amounted to 533 cars and 280,270 sacks, compared with 333 cars and 271,570 sacks shipped in September, 1910.—Geo. H. Morgan, sec'y Merchants Exchange.

"Nutritive Value of the Non-Protein of Feeding Stuffs" is the title of Bulletin 139 of the Buro of Animal Industry, U. S. Dept. of Agriculture, by H. P. Armsby, showing that the non-protein of feeding stuffs is available for the maintenance of ruminants only, while in the case of swine, and probably of horses, only the protein can be used. In the case of the two latter the digestible protein must be the basis of calculating the value of the feed.

Baltimore received in September 928 tons of mill feed against 296 received in the same month of last year. September exports aggregated only 40 compared with none exported in that month last year. During the nine months prior to Oct. 1 Baltimore received 4,744 tons of mill feed; compared with 6,259 tons received in the same period of the previous year. Exports during the first nine months of this year aggregated 483 tons; against 95 tons of mill feed exported in the corresponding months of last year.

The Alabama Dept. of Agri. has issued a letter to manufacturers and mixers of commercial feeding stuffs asking that they make application for the registration of their brands of feeds for 1911-12 and calling attention to the law requiring such registration. The fiscal year of the department begins Oct. 1.

The ton tax on feedstuffs imposed by the Kansas law has been upheld by the U. S. Circuit Court for the first district of Kansas in the suit by Geo. H. Lee Co. against E. H. Webster, mgr. of the Kansas State Exp. Sta. The court held the charge of 25 cents per ton was a legitimate inspection fee, but that the annual registration fees on each brand ranging from \$10 to \$50 annually were invalid as a tax on interstate commerce.

Oil cake exported in the 7 months ended Aug. 1 included 52,977,378 lbs. of corn oil cake, 421,706,952 lbs. of cotton seed oil cake and 306,270,253 lbs. of linseed oil cake; compared with 32,312,547 lbs. corn oil cake, 343,590,140 lbs. of cotton seed oil cake and 419,808,119 lbs. of linseed oil cake in the corresponding period of 1910 as reported by O. P. Austin, chief of the Buro of Statistics.

### NEW PRESIDENT OF L. Bartlett & Son Co.

H. H. Peterson, the new president of the L. Bartlett & Son Co., a portrait of whom is reproduced in the engraving herewith, is fortunate in having imbibed his first training in the grain business under the tutelage of such an expert barley man as L. Bartlett. Mr. Peterson showed such aptness in learning grain intrinsic values that Mr. Bartlett made him grain salesman for the company.

A graduate from the Milwaukee High School in 1889, Mr. Peterson took a posi-



H. H. Peterson, Milwaukee, Wis.



tion with the firm as stenographer, and after three years was promoted to the books. In 1897 he became a member of the Chamber of Commerce and grain salesman.

Upon the retirement of L. Bartlett in 1901 the company was incorporated and Mr. Peterson was made sec'y-treas. In 1905 Mr. O. Z. Bartlett retired and Mr. Peterson was made vice-pres., and on Sept. 1 became pres. of the company. Mr. Peterson has retained the old management in every department, E. H. Hiemke, who has been with the company 10 years, is vice-pres., and Peter Peterson, who has been with the company 20 years, is retained as sec'y.

## CHANGES IN GRAIN RATES.

As shown by tariffs recently filed with the Interstate Commerce Commission, the carriers have made the following changes in rates:

Ill. Cent. will make rates on grain products, from and to Ill. points in Sup 15 to ICC 7846; effective, state, Sept. 11; interstate, Oct. 15.

Ill. Cent. has issued Sup. 9 to ICC A380 giving the rate on grain and products from its stations to New England, C F A and Can. points; Oct. 20.

Mo. Pac. in ICC A1863 makes the rate on grain and seed transferred through eltrs. located at Neb., Ia., Kan., Mo. and Ill. points; in effect, Oct. 15.

The C., M. & St. P. in Sup. 8 to ICC A4226 gives the rate on wheat, corn, oats, rye and articles taking the same rates to Wells, Mich., from Ill. and Wis. points; Oct. 20.

M., K. & T. has issued ICC A3595 giving the rates on wheat, corn, oats and rye, from St. Louis, Mo., and East St. Louis, Ill., to its stations in Oklahoma; in effect, Oct. 24.

Mo. Pac. has published Sup. 4 to ICC A1610 giving the rate on grain and products from Okla. and Kan. points to Mo., Ill., Ky., Tenn., Tex. and La. points; effective, Oct. 20.

Wabash has announced a rate on grain to Louisville, Ky., and New Albany, Ind., from Bates, Berlin, Ill., of 11½c; Bennett, Ill., 12½c; Blue Mound, Ill., 11c; effective, Oct. 15.

West Shore will make a rate effective Nov. 1 on wheat, 5½c; corn, 4¾c; rye, 5¼c; barley, 4¾c; oats, 3.7c; flaxseed, 5½c per bu. from eltrs. at Buffalo, N. Y., to Boston, for export.

C., M. & St. P. will make a rate effective Oct. 20 on wheat, corn, barley, oats and rye to Wells, Mich., from Round Lake, Ill., Avalon, Corliss, Wis., Mendota, Galewood, Ill. and rate points, 17½c.

Minn. and St. L. in Sup. 47 to ICC 1486, effective Nov. 1, gives the rate on grain and products between Peoria, Ill., and points taking same rates and Minn. & St. L. stations and connections.

Gt. Nor. will make rates on grain and millstuffs from Sauk Center, Minn., to Swan River, Minn., 13c; to Virginia, Hibbing, Minn., and points taking the same rates, 16c; from Wadena, Minn., to Virginia and Hibbing, Minn., 12.5c, effective Nov. 3.

Ill. Cent. in Sup. 16 to ICC A6520 gives to stations in Colo., Kan., Mo. and Okla.; the rate on grain and products from its stations in Ill., also Evansville, Ind., and St. Louis, Mo., to Ill. Cent. stations and connections in C F A territory; in effect, Oct. 20.

Wabash rate, according to ICC 2853, effective, Oct. 10, on grain from Kansas City, Mo. (when originating beyond), to Duluth, Minn., and Superior, Wis., is, wheat, 15¾c; corn, oats, rye and barley, 14¾c.

Wabash in ICC 2860 makes rates from East St. Louis, Ill., and St. Louis, Mo. (when from beyond) to Minneapolis, Minnesota Transfer and St. Paul, Minn., on wheat, 12c; corn, oats and rye, 11c; effective Oct. 17.

K. C. Sou. will make rates effective Oct. 23 from Kansas City, Mo. (on traffic originating beyond), to Port Arthur, Tex., on wheat, for export, and articles taking the same rate, originating at Topeka, Kan.; 18½c; corn, 17½c.

Wabash will make a rate, effective Oct. 17, of 12c on wheat, corn, oats, rye and barley, 11c, from East St. Louis, Ill., and St. Louis, Mo. (when from beyond), to Minneapolis, Minnesota Transfer and St. Paul, Minn.

Gt. Nor. made rates effective Oct. 4, between St. Paul, Minneapolis, Minnesota Transfer, Duluth, Minn., and Belair, N. D., on flaxseed, 18c; grain and products, 17c; between mentioned points and Lostwood, N. D., flaxseed, 18.5c; grain and products, 17.5c.

Mo. Pac. in ICC A1855 gives the rate on wheat from Kansas City, St. Joseph, Mo., Atchison and Leavenworth, Kan. (when originating west thereof), to Chicago and stations in Wis. and Minn., to be milled in transit at intermediate stations; in effect, Oct. 15.

Mo. Pac. has given rates in ICC A1860 on corn, oats, rye and wheat, from Council Bluffs, Ia., Nebraska City, Omaha and South Omaha, Neb. (originating beyond), effective, Oct. 18.

C., P. & St. L. will make a rate effective, Oct. 15, on alfalfa meal, brewers' dried grains, brewers' refuse, malt sprouts and millstuffs from Alton and East St. Louis, Ill., to Milwaukee and Waukegan, Wis., 7c.

Gt. Nor. in Sup. 1 to ICC A3349 gives the rate on grain and products, between N. D. points and St. Paul, Minneapolis, Minnesota Transfer, Minn., Duluth, Minn. and Superior, Wis.; effective, Nov. 3.

The St. L. & S. F. has issued Sup. 3 to ICC 6255 giving the rate on wheat and corn from St. Louis, Mo., East St. Louis, Ill., Carondelet, Granite City, Madison and Venice, Ill., to Oklahoma points; state, Sept. 25; interstate, Oct. 25.

F. A. Leland, representing the Santa Fe, has announced rates from Byron, Okla., to Barnhart, Tex., bran, 37½c; corn chops, 35c; grits, corn meal, 35½c; corn, 32½c; wheat, 37½c; hay, 36c; to Blackwell, Tex., grits, corn meal, 33½c; corn chop, 33c; bran, 43½c; corn, 30½c; wheat, 34½c; hay, 34c.

The Burlington has issued Sup. 2 to ICC 10272 giving the rate on grain and products between Chicago, Peoria, Quincy, East St. Louis, Ill., St. Louis, Mo., and its stations and R. I. Sou. stations in Ill. and Burlington Mississippi river points, Dubuque, Ia., and south thereof; effective, Oct. 20.

The Ill. Cent. in ICC 4619 gives the rate on grain, bran and screenings from Ohio and Mississippi river crossings, St. Louis, Mo., East St. Louis, Ill., on the Ill. Cent., C., B. & Q., C. M. & Gary, S. D. Cent. and Wabash to Memphis, Tenn., to be reshipped or milled in transit and product shipped to Ill. Cent. stations, Y. & M. V. points in Mississippi valley and southeastern territories; in effect, Oct. 25.

Wabash has published Sup. 19 to ICC 735 giving the rate on wheat, corn, oats and other grains and millstuffs between Chicago, East St. Louis, East Hannibal, Quincy, Ill., St. Louis and Hannibal, Mo., also Lower Mississippi Valley and La. points and stations in Mo. and Ia. on Wabash; in effect, Oct. 1.

Mo. Pac. will make rates in effect Oct. 20 of 20c on wheat, 18.5c on corn, 26.5c on flaxseed, 46.5c on broom corn from Galbreath and Bromide, Okla., to Belmont, Bird's Point, Mo., Cairo, Ill., Columbus, Ky., and Memphis, Tenn.; from Kemp City, Ury, Red River, Okla., wheat, 20c; flaxseed, 30c; corn, 18.5c, and broom corn, 48c.

St. L. & S. F. will make rates effective Oct. 23 between Kansas City, Mo., and Silverdale, Kan.; wheat, 12½c; corn, 10c; linseed meal, 12c; flaxseed, 20c; millet seed, 20c; hemp seed, 20c; broomcorn, 35c. Between Foraker, Blackland, Myers, Nelagony, Frankfort, Grainold and Big Heart, Kan., and Kansas City, Mo., wheat, 15c; corn, 13c; linseed meal, 13c; flaxseed and millet seed, 18c; hemp seed, 20c, and broom corn, 35c.

St. Louis-Cincinnati-Louisville Frt. Com., in Sup. 2 to ICC D54 makes a rate on grain (originating beyond) reconnected at East St. Louis, Ill., or Alton, Ill., to Cincinnati and group; wheat, 7½c; buckwheat, corn, oats and rye, 6c; to Jeffersonville, Madison, New Albany, Ind., and Louisville, Ky., wheat, 7c; buckwheat, oats and rye, 6c; from Ashley, Ill., to Louisville, Ky., via L. & N., Evansville, Ind., and L. H. & St. L., the rate to apply on grain received from connecting lines at Ashley, 6c; effective, Oct. 12.

N. Y. Cent. will make effective Nov. 1 a rate of 5½c on wheat; corn, 4¾c; rye, 5¼c; barley, 4¾c; oats, 3.7c; flaxseed, 5½c per bu. from Oswego, N. Y., to New York for export. Wheat, 5½c; corn, 4¾c; rye, 5¼c; barley, 4¾c; oats, 3.7c, and flaxseed, 5½c per bu. from eltrs. at Buffalo, N. Y., to East Boston for export. From Buffalo, N. Y., to New York for export, wheat, 5½c; corn, 4¾c; oats, 3.7c; rye, 5¼c; barley, 4¾c; flaxseed, 5½c per bu. From eltrs. at Buffalo, N. Y., to Philadelphia for export; wheat, 5.2c; corn, 4.45c; rye, 4.95c; barley, 4.55c; oats, 3.5c, and flaxseed, 5.2c per bu.

Mo. Pac. will make effective Oct. 19, rates on alfalfa feed and meal, from Diston and Olney Springs, Colo., to Kansas City, St. Joseph, Mo., and Atchison and Leavenworth, Kan., 18c; from Leoti, Kan., and Olney Springs, Colo., to Omaha, South Omaha, Nebraska City, Lincoln, Crete, Neb., 20c; wheat, from Coffeyville, Kan., to Sandspur, Bybark and Muskogee, Okla., 12½c; to Clarita and Durant, Okla., 15c; wheat, between St. Louis, Mo., East St. Louis, Peoria, Chicago, Ill., St. Paul, Minneapolis, Minnesota Transfer, Minn., and points taking same rates, and Diston, Colo., 29c; Haswell, Galatea, Fergus and Eads, Colo., 30c; Inman, Colo., 31c.

Frost statistics have been charted by the government from observations made at 1,000 stations during 10 to 30 years. These five charts issued by the Weather Bureau of the U. S. Dept. of Agriculture as Bulletin V show the average date of the last killing frost in spring, the average date of the first killing frost in autumn, the latest date on which a killing frost has occurred in spring, the earliest date on which a killing frost has occurred in autumn and the average length of the crop growing season.



# Seeds

The Rudy-Patrick Seed Co., Kansas City, Mo., incorporated, capital, \$40,000.

Wigton's Seed Store at Batavia, N. Y., was burned Sept. 21. The loss was \$10,000.

Svalof Fyris Oats is a new black variety in Sweden, which in 7 years' tests outyielded all other varieties.

L. C. Matthews, seed dealer at Kinmundy, Ill., recently sold a carload of clover seed for direct export to Germany.

We are handling some clover seed and of fine quality.—Wm. Baugher, mgr. Leesburg Grain & Mfg. Co., Leesburg, Ind.

Eckelson, N. D., Oct. 2.—Flaxseed average 6 bus. Fairly good quality. Just commencing to thresh.—I. Chapman, agt. Powers Eltr. Co.

Altoona, Ia.—The Iowa Seed Co. of Des Moines, Ia., has just had an eltr. and seed plant completed at this point by the Newell Construction Co.

The new pure seed law of Nebraska is to be enforced as soon as the pure food commission can arrange the details of handling the work.

Carrington, N. D.—We are building a seed warehouse, 40x60 ft., and intend to have it completed Nov. 1.—A. E. Ireland, sec'y A. E. Ireland & Co.

The receipts of red clover seed at Toledo during September were 5,740 bags, the smallest in four years, and comparing with 11,535 a year ago.

Special reports from Prince Edward Island, Canada, indicate that there will be a good supply of high class registered Banner oats available in that province.

This season's flax acreage thruout the province is estimated by the Saskatchewan Department of Agriculture at 577,232 acres, compared with 396,230 acres in 1910.

"Seed Selection" is the topic of Bulletin No. 10 issued recently by T. F. Peck, commissioner of agriculture of Tennessee, and written by A. L. Garrison, chief seed and feed inspector.

The condition of flaxseed in Canada Aug. 31 was 85.28%; compared with 67.85% at the same date last year, as reported by Archibald Blue, chief of the census and statistics office.

Toledo received during the week ending Oct. 7, clover seed amounting to 1,020 bus. and shipped 200 bus., compared with 3,785 received and 528 shipped in the corresponding week of 1910.

Peoria received during September 30,000 lbs. of seeds and shipped 60,000, compared with 90,000 lbs. received and 30,000 lbs. shipped in the same month last year.—John R. Lofgren, sec'y Board of Trade.

Acreage of timothy seed threshed in Missouri, compared with that of last year, is 45.4%; yield, 2.4 bus. Acreage of clover seed threshed, 47.4%; yield, 1.7 bus.—T. C. Wilson, sec'y Mo. State Board of Agri., Columbia, Mo.

We are indebted to C. E. Kendel, sec'y, for a copy of the proceedings at the convention of the American Seed Trade Ass'n, Marblehead, Mass., June, 1911. This volume of 123 pages is bound in tough paper and in its typographical excellence worthily represents the high standard the Ass'n has set and lives up to in all its activities.

London, Eng., Sept. 25.—The new English clover seeds are now appearing; red in particular. Qualities are fine and prices are tempting growers to thresh freely.—John Picard & Co.

Duluth received in September 282,402 bus. of flaxseed and shipped 119,672 bus., compared with 386,687 bus. received and 253,183 shipped in the same month last year.—Chas. Macdonald, sec'y Duluth Board of Trade.

Receipts of flaxseed at Milwaukee during September were 2,400 bus., compared with 8,400 bus. received in September, 1910. There were no shipments during the month compared with 8,400 bus. shipped in September, 1910.

Trade Mark No. 54,642, consisting of a representation of a greenhouse and the words "Carters Tested Seeds," has been registered by James Carter & Co., of London, England, to distinguish their agricultural and horticultural seeds.

The Archer-Daniels Seed Co., of Minneapolis recently shipped a train of 28 cars of linseed oil cake to New Orleans, and another train of 32 cars will follow. These trainload shipments make the trip in one-fourth of the time required for single carload shipments.

Receipts of flaxseed at Minneapolis were 563,940 bus., compared with 853,670 bus. received in September, 1910. Shipments amounted to 106,010 bus., against 174,950 bus. shipped in September, 1910, according to H. W. Moore, statistician of the Chamber of Commerce.

All Western roads beginning Nov. 1 will make an additional charge of \$5 per car on mixed car load shipments of grain, flax and millet seed, where the car is bulkheaded, that is, where the various grains or seeds are shipped in bulk and separated by temporary partitions.

The J. G. Peppard Seed Co. had a seed testing laboratory at the Missouri Valley Fair and Exposition held at Kansas City, Mo., Sept. 25 to Oct. 9 for the purpose of demonstrating that the cleanest and highest grades of seed are actually the cheapest because of their greater vitality and cleanliness from weed pests.

Kansas City received 21 cars of kaffir corn and 3,000 bus. of flax in September, compared with 6 cars of kaffir corn and 2,000 bus. of flax received in September, 1910. There were no shipments of flax during the month and 23 cars of kaffir corn. There were 8,000 bus. of flax shipped in September, 1910.—E. D. Bigelow, sec'y Board of Trade.

Investigations in New Ontario, Canada, indicate that this district is admirably suited to the production of clover and grass seed. Red clover produces seed there from the first cutting, while alsike, alfalfa and timothy all do exceptionally well. Timothy is yielding five bushels per acre of seed in some cases this year, and there is every prospect that the different kinds of clover seed can be produced to splendid advantage.

Receipts of seeds at Chicago during the week ending Oct. 7 included 966,200 lbs. of timothy seeds, 56,200 lbs. of clover seed and 323,200 lbs. of other grass seeds compared with 1,179,900 lbs. of timothy seed, 567,400 of clover seed and 1,486,700 lbs. of other grass seeds received in the same week of 1910. Shipments included 430,000 lbs. of timothy seed, 42,600 lbs. of clover seed and 297,800 lbs. of other grass seeds, compared with 478,500 of timothy, 76,000 of clover and 368,200 of other grass seeds shipped in the corresponding week of 1910.

Robert Nicholson, who recently engaged in the seed business on his own account at Dallas, Tex., is giving his attention to the wholesale trade and also handles grain and feed in large quantities.

"Culture and Uses of Orchard Grass and Kentucky Blue Grass" is the title of a 16-page brochure by the Louisville Seed Co., of Louisville, Ky., containing information of interest to farmers and seed dealers.

The free seed distribution by Congressmen at government expense was attacked at the recent convention of the Vegetable Growers Ass'n of America, the pres. of the Ass'n including in his program of work for the year a campaign for the abolition of the government free seed distribution and the use of the same money for agricultural development.

Receipts of seeds at Kansas City during September included 21 cars of kaffir corn and 3,000 bus. of flaxseed; compared with 6 cars of kaffir corn and 2,000 bus. of flaxseed received in the same month of the preceding year. Shipments during the month were 23 cars of kaffir corn and no flax. Flax amounting to 8,000 bus. was shipped in September, 1910.—E. D. Bigelow, sec'y Board of Trade.

Among the important special standing committees of the American Seed Trade Ass'n are the following: Committee on seed legislation, Chas. D. Boyles, chairman; Geo. S. Green, Watson S. Woodruff, F. W. Bolgiano, Kirby B. White, M. S. Griffith and A. E. Reynolds. Committee to confer with National Seed Analysts, Kirby B. White, C. D. Boyles and M. H. Duryea.

During September Cincinnati received 4,297 bags of clover seed, 11,418 of timothy seed and 20,200 of other grass seeds, compared with 1,179 bags of clover seed, 15,012 of timothy seed and 15,138 of other grass seeds received in September, 1910. Shipments during the month included 1,403 bags of clover seed, 6,371 of timothy seed and 9,303 of other grass seeds compared with 2,285 of clover, 5,852 of timothy and 13,112 of other grass seeds shipped in September, 1910.

It is only in the driest seasons that alfalfa produces a satisfactory seed crop east of the Missouri river. Rain falling after the blossoms drop is very destructive to the alfalfa seed crop. Alfalfa should be cut for seed after about two-thirds of the pods have turned brown, but before any shattering has occurred. If frost threatens we would certainly cut when the pods were greener than this. Frost will not hurt the thoroughly ripe and dry seeds but a heavy frost will certainly damage the vitality of seed which is moist and immature. The second crop of alfalfa generally makes a better seed crop than the third one.—Wallace's Farmer.

Baltimore received in September 917 bus. of clover seed and 17,376 bus. of timothy seed; compared with 2,799 bus. of clover seed and 24,525 of timothy seed received in the same month last year. Timothy seed amounting to 676 bus. was exported in Sept. against 745 bus. sent out in Sept., 1910. No clover seed was exported in that month of either year. Receipts from Jan. 1 to Oct. 1 aggregated 12,006 bus. of clover seed and 26,676 of timothy seed, compared with 17,760 bus. of clover seed and 34,546 bus. of timothy seed received in the same period of last year. Exports for the first nine months of the present year included 881 bus. of clover seed and 676 of timothy seed against 3,164 bus. of clover seed and 11,822 bus. of timothy seed exported in the nine months prior to Oct. 1, 1910.



Imports of seeds during the seven months prior to Aug. 1 included 14,537,055 lbs. clover seed and 6,290,943 bus. flaxseed; against 5,860,039 lbs. clover and 4,670,447 bus. flaxseed during the corresponding period of 1910. Exports during the seven months included 1,345,887 lbs. clover seed, 4,937,600 lbs. of timothy seed and 835 bus. flaxseed; compared with 1,884,841 lbs. clover seed, 14,684,266 lbs. timothy seed, and 4,138 bus. flaxseed during the corresponding period of 1910. Exports of foreign clover seed during the 7 months prior to Aug. 1, 1911, were 88,040 lbs.; compared with none exported during the corresponding period of 1910, according to O. P. Austin, chief of the Bureau of Statistics.

## From the Seed Trade.

Minkler & Harrison, Princeville, Ill.: The spring seeding of clover and timothy was killed out to the extent of over 80 per cent of the acreage sown, owing to the long continued drouth during June, July and August. Fall seeding of timothy is up and looking fine, since the heavy rains thru September. A large acreage has been sown notwithstanding the high price of timothy seed. Very few old clover fields withstood the drouth and still less are producing any seed. We look for an enormous amount of clover seed to be sown next spring; and also for an increase in alfalfa seeding, as it is proving to be a successful crop in this locality.

Union Grain & Seed Co., Madison, S. D.: Owing to the extreme hot weather in May and June all of the spring seeding of clover, timothy, alsike and alfalfa failed to survive. Alfalfa sown after July 1 grew after the rains, and fall sown alfalfa promises a good crop. All grass seeds will have to be shipped in, as none was threshed. Seed oats will be shipped in. More alfalfa is being sown every year; it made a big crop here, where other grasses failed.

Summers' Seed House, Malvern, Ia.: The outlook for clover and timothy seed in this section is very poor, indeed, and most of the clover seeding done in the last two years has been a total failure, while the high price of timothy hay has discouraged the cutting of it for seed, although should the farmers have done so they would have been well repaid for the seed crop.

Alfalfa seeded especially well for this locality, and those who are cutting their alfalfa for seed will harvest a large crop, and alfalfa seed promises to be cheaper next spring. Many farmers will use alfalfa instead of clover in seeding with their spring grain next year. Very little grass seed of any description is being carried over by the dealers in this section this year; they have all been unloading as fast as they loaded up, and no considerable amount of seed is in storage.

## Books Received

**AGRICULTURE IN THE SEMI-ARID GREAT PLAINS** is very entertainingly described by J. A. Warren in Bulletin No. 215 of the Bureau of Plant Industry, Washington, D. C.

**INDIVIDUAL FIRE FIGHTING** is the attractive title of an instructive pamphlet recently issued by the Rochester Chamber of Commerce. The purpose is to encourage readers to prevent big fires by extinguishing small ones, and eliminating the conditions which make fires probable. Any one who desires to reduce the hazards of his own property can obtain a copy by sending 5c to the Chamber of Commerce, Rochester, N. Y.

## Canadian Seed Crop.

Observations by the Seed Branch officers who have been over the clover and timothy areas of Canada confirm the previous report that the crop of these seeds is short. Most of the red clover that is being saved for seed in Ontario is in the Lake Erie and Lake Huron counties, where there will be from one-half to two-thirds of a crop. In many parts of Ontario, where red clover seed is produced ordinarily, there is practically none this year. In the eastern parts of the province and in parts of Quebec there is a considerable quantity of clover that would give a fair crop of seed. The farmers in these districts have been urged to save their clover for seed, but as they are not in the habit of saving seed to any extent, the supply from this district is not likely to be very large, although it may be sufficient to help supply the local demand.

Threshing returns from alsike have been rather disappointing. The crop was short, and an unusually large proportion of the heads was lost or shelled in harvesting. The alsike seed so far received at the Seed Branch has been small and rather uneven.

The best crops of alfalfa seed this year are in Essex and Kent counties. The crop in the Grand River Valley is much below the average. More timothy than usual is being cut for seed in eastern Ontario and Quebec. There will be quite a large supply of seed from this district, although some of it is considerably infested with ox-eye daisy. In Prince Edward Island also there is much more timothy being cut for seed than usual.—Geo. H. Clark, Seed Commissioner, Ottawa, Ont.

## CROP IMPROVEMENT

### Notes.

Crop improvement editions of the larger interior newspapers are a useful enterprise begun this fall by the crop improvement committee of the Council of Grain Exchanges. Such an edition was recently published by the Bloomington Pantagraph and a crop improvement edition will be issued about Nov. 1 by the Journal, Peoria, Ill.

Assisting the work is the crop improvement committee of the Peoria Board of Trade, composed of N. A. Moore, J. H. Ridge, C. C. Miles, W. W. Dewey and T. A. Grier, which has adopted resolutions indorsing the action of the Council of Grain Exchanges and declaring itself in favor of larger yields of better grain, experimental acre tracts, scientific seed selection and soil fertilization.

The crop improvement edition will contain the name of each farmer followed by a statement of the acreage of different grains grown by him this year and the condition and yield, together with up-to-date reading matter on crop rotation and soil fertilization methods suited to the locality.

No. 2 of the Service Bulletin for September issued by the International Harvester Co. contains valuable suggestions on saving seed corn and controlling the hessian fly. The Service Bulletin will be published each month and sent to all who are interested in promoting agriculture. Its object is to give wide publicity to the agricultural information of general interest gathered and sent out by the I. H. C. Service Bureau in reply to inquiries.

I read the Grain Dealers Journal first, in preference to all.—C. S. Behymer, Rockford, O.

## CORN AND OATS MARKET Conditions in the Country.

Reports from 1,428 points in Ohio, Indiana, Illinois, Iowa, Nebraska, Kansas and Missouri at the end of September to the Adolph Kemper Co. have been carefully compiled by Geo. H. Phillips as follows:

**OATS:** Ohio has one-half as many oats in country elevators as last year; Indiana has 60 per cent; Illinois, 90 per cent; Iowa, 50 per cent, and Nebraska, 35 per cent as many, while Kansas and Missouri have practically none. Farmers in both states have a smaller per cent of the last oat crop on hand than they had a year ago this date from previous crop (a smaller part of a smaller crop).

Oats will be in big demand and primary market supplies must be drawn upon, as country elevator stocks are so much lighter than other years and farmers are fully acquainted with supply and demand conditions and will sell sparingly, a little at a time on the bulges. Declining prices will stop them selling. Good advice to the country dealer is to peddle your oats on a scale up, hold them tightly when lowered bids are sent you.

**CORN:** Ohio grain dealers have practically no new corn bought of farmers; Indiana dealers average about 4,000 bus. each; Illinois about 10,000 bus. each; Iowa very little; Nebraska, Kansas and Missouri practically none. Three-fifths of all corn contracted from the farmers has been sold to arrive or hedged by sales of December or May corn at Chicago. One-third of Illinois new corn bought by dealers and sold has been sold to Chicago, the balance to the South and East.

Illinois dealers have about four cars each old corn to ship balance of crop year; Ohio and Indiana about two cars each; Iowa, Nebraska, Kansas and Missouri have practically no old corn left to move.

Old corn values will rule high balance of crop year, or for another month or six weeks. Receipts at Chicago should not average over 125 cars per day, and if the demand is as good as it is at present and has been for some time, shippers will find it difficult to supply their demands.

With No. 3 corn 4c a bushel under December at Chicago, even the No. 3 corn will net the farmers now only 52c to 54c. Figuring the new corn crop down to from 50 to 45c, puts it low enough in our opinion, and as that means 60c for December, we are doubtful if December corn will at any time sell below 60c or May below 63c. With little likelihood of corn selling much lower for the next three months, foreign political situation, danger to December corn shorts and possibility of their having to cover their contracts, makes corn a better purchase than a sale at the market. Our low grades may sell off quite a little, and you should try to sell only what you feel you will be able to ship. Better yet, buy from the farmer on a safe basis and consign what you buy.

Hay amounting to 47,490 tons was exported in the 7 months prior to Aug. 1; compared with none exported in the corresponding period of 1910, as reported by O. P. Austin, chief of the Bureau of Statistics.

I can hardly do without the Grain Dealers Journal. I not only want it, but I need it. I appreciate the privilege of its "Letters From Dealers" and its "Asked and Answered" columns.—T. J. Cordes, mgr. H. A. Hillmer Co., German Valley, Ill.



## Supply Trade

Chicago callers.—E. G. Hodges, of Kaucher, Hodges Co., Memphis, Tenn.

Larimore, N. D.—D. S. Nelson, elevator mover, has gone to Sacramento, Cal., to engage in the land business.

Sidney, O.—The Sidney Line of Grain Cleaners is attractively presented by a recent booklet sent to the trade by the Philip Smith Mfg. Co.

Memphis, Tenn.—The Maze Supply Co. has secured articles of incorporation, with capitalization of \$5,000, for the manufacturing of grain supplies.

Jackson, Mich.—W. B. Knickerbocker, president and gen'l mgr. of the Knickerbocker Co., was married recently to Miss Bessie Des Rosiers of Detroit.

Among the best enthusiasm makers for the merchant himself are the high-class trade journals. Few men can read them carefully without acquiring more or less inspiration.

Sioux City, Ia.—The Younglove Construction Co. announce the addition of two engineers, R. O. Beck and J. W. Frain, to their staff, permitting the handling of general construction work.

One advertisement, like a single shot, will attract attention, but that's all. Continuous advertising, like continuous firing, not only attracts attention but causes an investigation.—*Mahin's Messenger*.

Silver Creek, N. Y.—The October calendar of the S. Howes Co. illustrates the Eureka Perfected Counterbalanced Milling Separator. Are you receiving these monthly illustrations of the Eureka line?

Dayton, O.—The New Era Gas Engine Co. are erecting a new plant, now about completed, at Portsmouth, O. The larger and improved facilities will permit the production of a complete line of gas and gasoline engines.

Peoria, Ill.—The big Implement and Vehicle Fair is now being held, and the exhibits of machinery and practical demonstrations, together with aeroplane flights and various races, make it of great interest in the central west.

Chicago, Ill.—Melvin J. Neahr, of M. J. Neahr & Co., bag manufacturers, died recently at his home, after a very short illness. He had been engaged in business in Chicago since the close of the Civil War, being at one time a member of the Board of Trade.

Springfield, O.—To meet the heavy demands of the trade, the Foos Gas Engine Co. is running its plant until 9 o'clock at night. With much larger trade this season than last, and the way orders are coming in, they are going to be rushed thru the winter, according to Sec'y Blake.

Iowa Falls, Ia.—The recently received circular from Gade Bros. Mfg. Co. illustrates attractively their line of portable and stationary gasoline engines, pointing out the particular advantages of the air cooled cylinder and the great economy in the operation of the Gade engines.

Anderson, Ind.—A unique yet practical use of the automobile on the farm is the operation of a corn grinder by one of the Lambert Friction Driven cars. The wheels are locked, so as to keep the car running in a perfect circle at all times, the farmer operating the grinding machine from the center.

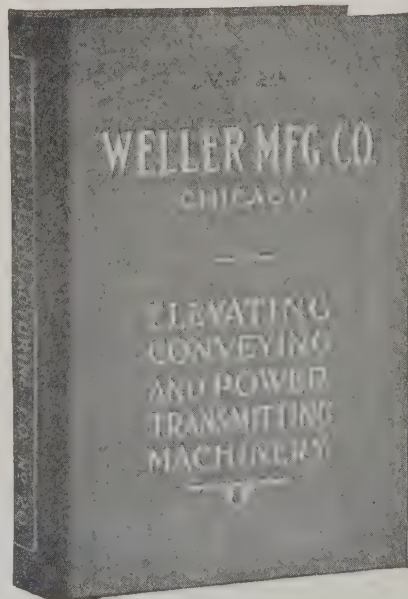
## An Anniversary Souvenir.

Of interest to live stock feeders and shippers is the announcement of the recent twenty-fifth anniversary of the founding of the great live stock commission firm of Clay, Robinson & Co., which that enterprising concern has fittingly commemorated by the publication of a "silver souvenir" pamphlet depicting the rise and expansion of their business since 1886. This book, now being distributed to the patrons and interested persons, is a most beautiful specimen of the engraver's and printer's art, profusely illustrated and worked in two colors, with a specially designed silver embossed cover. The booklet opens with fine portraits of the two original members of the firm, Mr. John Clay and Mr. Charles O. Robinson, who are still active in its management and control. The other three partners, Messrs. J. G. Forrest, F. H. Connor and C. A. Kleman, are also shown. A brief sketch, entitled "After Twenty-five Years," traces the development of the firm from 1886 to 1911 and many an interesting sidelight and valuable historical fact is interwoven. From the official statistics presented the reader learns that the business of Clay, Robinson & Co. has almost trebled in the past ten years, the annual cash turnover for 1910 being in round numbers \$105,000,000, against \$37,000,000 in 1900. This is an amazing showing and indicates that the firm's methods and service bear the stamp of popular approval.

## Weller Catalog Now Ready.

The requests for the new Weller catalog were so numerous that the first edition was exhausted almost before it was off the press. The Weller Mfg. Co. report, however, that the second edition is ready for mailing and those of our readers who have not yet received a copy should write for one today.

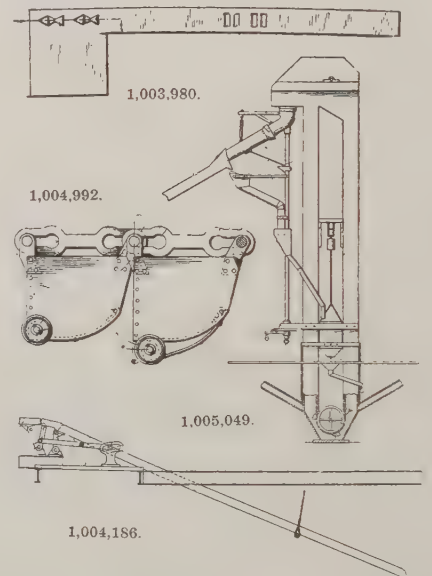
This text book on elevating, conveying and power transmitting machinery contains 575 pages, is handsomely printed and bound in blue cloth covers. The size, and the arrangement of the various products, makes it very convenient for easy reference. It is without question one of the most complete books ever published on grain handling machinery.



## Patents Granted

**Car Seal.** No. 1,003,980. (See cut.) Chas. Henry Bull, Chicago, Ill. In combination, a looping member integrally united thereto and adapted to be bent into a loop and inserted within the sleeve, the sleeve having means for retaining the member therein in any one of a plurality of positions whereby loops of different sizes may be formed.

**Grain Elevator Overflow.** No. 1,005,049. (See cut.) Thos. G. Lorenzen, Upland, Neb. A hinged section of the spout from the elevator head is hung on a spring which yields when the grain backs up into it from the filled bin, the overflow passing thru a series of spouts into a hopper between the up and down legs, and thence into the boot.



**Bucket Conveyor.** No. 1,004,992. (See cut.) Isaac Christ, Tamaqua, Pa. The combination with two pairs of sprocket wheels, of endless chains mounted over the sprocket wheels, buckets pivotally connected to the chains, swinging bottoms hinged at one end to the buckets and provided with rollers at the free end, curved tracks adapted to engage the rollers and hold the bottoms of the buckets closed when the buckets are in the loaded position and to lift the bottoms when the buckets are inverted, the tracks being provided with a break and a delivery chute beneath the break in the tracks.

**Conveyor.** No. 1,004,186. (See cut.) Bertram Norton, Hagley, Stourbridge, England. The combination of a reciprocating chute, a lever pivotally secured to the chute and having its one end pivotally secured to the conveyor framework, a rocking controlling member and a radially adjustable connection between the rocking member and the free end of the lever; so arranged that when the chute is raised the amount of reciprocation imparted to it is automatically increased and when the chute is lowered the amount of reciprocation imparted to it is decreased.

## Exports of Glucose and Corn Oil.

During the 7 months prior to Aug. 1 we exported 84,477,339 lbs. of glucose and 18,365,000 lbs. of corn oil, compared with 74,762,557 lbs. of glucose and 6,482,000 lbs. corn oil in the corresponding months of 1910, as reported by O. P. Austin, chief of the Bureau of Statistics.



## Grain Carriers

The Lakes to the Gulf Deep Waterway Ass'n will hold its annual convention Oct. 12-14 at Chicago.

Eighteen eltrs. and mills were built on the line of the M., K. & T. Ry. during the year ending June 30.

An extension of its road from Coggon to Quasqueton, Ia., is planned by the Chicago, Anamosa & Northern Ry. Co.

Officers of the Mixed Car Shippers' Ass'n of New York met at Buffalo Sept. 22 to consider the rules proposed by the trunk lines governing transit of grain.

The steamer J. E. Upson recently cleared from Superior with a cargo of 111,000 bus. of No. 1 and 201,000 bus. of No. 2 wheat. The Zimmerman followed with over 350,000 bus. of bonded oats, the two cargoes breaking all records for the port.

Increasing traffic is shown by the large decrease in the car surplus according to the latest report of the American Ry. Ass'n. A decrease of 12,340 cars in idle equipment is shown or 36.29 per cent of the total previous surplus. The greater part of the decrease is in box and coal cars owing to the movement of grain and coal.

The United States Court of Commerce began its sessions at Washington Oct. 2. Five cases have been decided by the new court and eight are under consideration. Among them is the Minnesota rate case in which the Minnesota court held that the state did not have authority to regulate the rates within its borders because of the fact that interstate commerce might be affected thereby.

The steel barge Edward E. Green, of the Mississippi Valley Trans. Co., was recently towed into St. Louis from New Orleans with a big cargo, a large proportion of which was barley. The cargo was of California origin and was carried down the Pacific Coast to Panama, where it was carried by railroad to Colon and then carried by steamer to New Orleans, where it was loaded on the barge.

The Commerce Court Oct. 5 granted an order restraining the Interstate Commerce Commission from requiring the Goodrich Transportation Co., which operates a line of boats between Chicago and other Lake Michigan ports, to make a report on traffic handled from port to port, interstate. The court held the boat line was amenable to the Hepburn act only in respect to its traffic relations with railroads.

The 21½-cent rate on flour from Minneapolis lake and rail has been canceled by the western lines, yielding to the objections by the eastern trunk lines. The cancellation has been consented to by the Interstate Commerce Commission, leaving Minneapolis in its former position, except that millers who sold flour on the lower rate are left to bear the loss following its cancellation. As a last resort the Minneapolis millers are organizing the Flour City Line of steamers to carry flour from Duluth to Buffalo at cut rates. The Minneapolis Traffic Ass'n and Jas. C. Andrews, chairman of its grain and milling committee, on Sept. 30 sent a protest against the cancellation of the rate to the Interstate Commerce Commission, stating that the restoration of the 25-cent rate will cost the millers of Minneapolis \$45,000.

Grain shipments by the Great Lakes during August were 14,226,995 bus., against 11,475,329 bus. during August, 1910, as reported by the Dept. of Commerce and Labor. Of the total, 6,618,161 bus. was wheat, 3,878,022 bus. corn, 3,254,901 bus. oats and the rest barley and rye. The grain shipments for the eight months of the present season, 73,377,435 bus., likewise show a large gain over the 1910 figures of 57,591,705 bus., the largest gains appearing under the head of corn and oats.

### PREPARATION OF CLAIMS for Transfer Allowances.

That there may be no delay in the prompt handling of claimants' bills for charges for transfer of grain in the Chicago district W. M. Hopkins, manager of the Transportation Department of the Board of Trade, has published the following advice from the sec'y of the Chicago Freight Committee:

Central Freight Ass'n Information No. 8752 and Chicago Freight Committee Circular A-478, in regard to subject matter covered by caption as to the allowance on Grain transferred through elevators in the Chicago district, provide for the following:

First: This company will allow to the owner or operator of the elevator performing the transfer service not to exceed one-quarter of one cent per bushel for transferring grain through elevators at Chicago district stop-over points.

Second: Said allowance will only be made when one or both of the directly connecting carriers at transfer point have authorized such transfer as necessary, for one or more of the following reasons:

- (a) Bad order cars.
- (b) To secure heavier loading.
- (c) To release cars which owners will not allow to run through.
- (d) When condition of grain calls for transfer to protect railroads from loss.
- (e) To secure weight of grain not previously officially weighed.
- (f) When required by State laws of inspection.

(g) When transfers at junctions are required by Board of Trade Rules.

The foregoing is provided for in the tariffs of interested roads, in connection with which quite recently the Interstate Commerce Commission, in investigating the records of the various freight claim departments, have stated that claims regarding transfer allowance should not be made to the shipper unless it is stated in his claim why the transfer was necessary.

All roads in interest have requested that Central Freight Ass'n Information No. 8752 and Chicago Freight Committee Circular letter A-478 be supplemented to provide same, with a clause to the effect that claimants in their bills rendered for transfer allowance of ¼ cent per bushel should state therein one or more of the seven reasons for which the ¼ cent transfer is allowable.

W. M. Hopkins,  
Manager Transportation Department.

### Imports and Exports of Rice.

Imports of rice, rice flour, rice meal and broken rice during the seven months prior to Aug. 1 aggregated 128,653,000 lbs.; compared with 137,754,000 lbs. imported during the corresponding 7 months of the preceding year.

Exports included 26,777,504 lbs. of rice to Aug. 1; against 5,912,633 lbs. of rice exported during the 7 months prior to Aug. 1, 1910.

Of foreign rice, rice meal and broken rice, 457,271 lbs. were re-exported during the seven months prior to Aug. 1; compared with 472,128 lbs. re-exported during the corresponding 7 mos. preceding, as reported by O. P. Austin, chief of the Bureau of Statistics.

The Grain Dealers Journal is the best trade paper I ever got hold of, for anyone in the grain business.—A. M. Malonce, mgr. Malden Eltr. Co., Malden, Ill.

## The Ellis Grain Drier

Three reasons why it holds the record as the drier of the century:

1st. For a given size there is **five times** more grain surface exposed to the air currents than in any other drier.

2nd. The grain being divided into thin vertical columns of **even thickness**, and the air currents striking on **both sides** of the column, **even drying** is assured.

3rd. Corn handled through the Ellis Drier is **never broken or discolored**, owing to the **low drying temperature** used.

Write for catalog and bulletins.

### The Ellis Drier Co.

Postal Telegraph Bdg.  
**CHICAGO**  
**U. S. A.**



## Will Encourage Fire Prevention by Legislation.

The Mutual Fire Prevention Buro of Oxford, Mich., has issued a letter in regard to the proposed legislation for holding individuals accountable for carelessness resulting in fires which is of special interest to owners of grain elevators. From it we take the following:

A recent National Convention of Insurance Commissioners adopted a resolution advocating that every individual be held accountable for carelessness resulting in fires. Copies of these resolutions have been furnished the Governor of each state, and without doubt drastic legislation will be enacted, holding individuals accountable for carelessness resulting in fires unless a material reduction in the fire waste of the country can be brot about in the near future.

The Governors of most of the states have issued a proclamation naming Oct. 9th as Fire Prevention Day. Inasmuch as OVER 75% OF ALL FIRES are preventable, we are asking our policy-holders to join in the observance of this NATIONAL FIRE PREVENTION DAY. We suggest that they individually make a careful examination of their property and make a thoro clean-up of their premises with a view to fire prevention.

The most common causes of fires in mills and elevators are: first, hot boxes; second, railroad hazards; third, defective heating, lighting and power equipment; fourth, exposures. We trust that every policy holder will make it a personal duty to examine their premises, keeping in mind the fact that the hazard of HOT BOXES can be remedied by care in seeing that the shafting is in line and the babbitt in the boxes is in good shape, and that the oiling facilities are proper and the box itself is protected; so, altho it does accidentally get hot it will not communicate the fire to combustible material.

Defective heating, lighting and power equipment can be made safe by ordinary care, common sense and attention to flues and fuses. Hazards from railroads or passing trains can be eliminated by the removal of shingle roofs and by screening all ven-

tilators, windows, and other openings. The hazard from exposure can be materially reduced by ordinary care in keeping the premises clean between the exposed property, protecting openings, tearing down useless fences, sheds, etc.

J. C. Adderly, of the Millers National Ins. Co., has moved to Chicago, from which point he will cover Northern Illinois territory. E. P. Jones is his successor in Southern Illinois, making headquarters at St. Louis.

Columbus, O.—C. O. Peters, who has been special agent for the Ohio Grain Dealers' Mutual Fire Ins. Ass'n for several years, is now representing the Millers' National Ins. Co. in Ohio and Pennsylvania. C. O. Garver, who has been with the Grain Dealers' National Ins. Co. for six years in the home office and field, will succeed Mr. Peters with the Ohio Grain Dealers' Ins. Ass'n.

Twenty-five sacks of rice shipped by the La. Molasses Co. into the District of Columbia, have been pronounced adulterated and misbranded because the rice was covered with glucose and talc.

## MILL OWNERS MUTUAL FIRE INSURANCE COMPANY

DES MOINES, IOWA

The Oldest Millers Mutual Fire Insurance Company in America.

Cash Assets over \$300,000

J. T. SHARP, Secretary

ORGANIZED 1878

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Write or telegraph your order to—

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# Fire Insurance Companies

## Fire Destroys Values

that cannot be replaced. A policy in this company will promptly reimburse you for the financial loss you may suffer in case of fire, but insurance even in such a sound and reliable company as the Grain Dealers will not justify your ignoring the fire danger on your premises.

AXIOM—If you would have positive protection against loss, insure your property with this company and then keep a constant watch for possible causes of fires.



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## COAL SALES BOOK

Form 44.

FOR RETAIL COAL DEALERS.

It facilitates bookkeeping and reduces the chance of error. Practically three books in one. 1. It is the original entry of all sales made. 2. It is the original entry on the scale weights. 3. It is the journal from which the posting is done. It contains spaces for 6,000 loads. Each page is ruled with column headings, as follows: Date, Ledger Folio, Purchaser, Gross, Tare, Net Pounds, Price Per Ton, Amount. This book is 8 1/2 x 14 inches and contains 150 pages of superior ledger paper. Each page is numbered. It is well bound with best binder board, covered with cloth; has leather back and round leather corners. Price, \$1.75. For sale by GRAIN DEALERS JOURNAL, 255 La Salle Street, Chicago.

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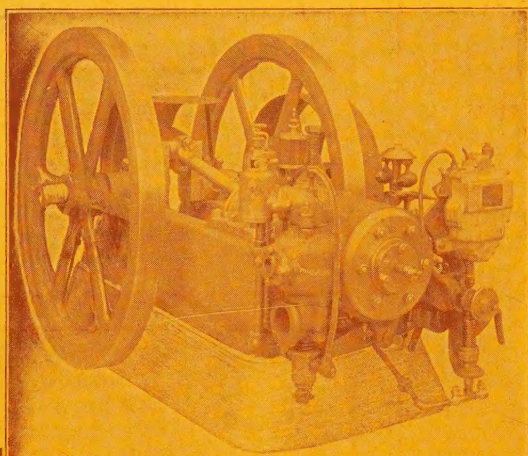
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